

1954

CENSUS OF BUSINESS

WHOLESALE TRADE
(PRELIMINARY AREA
REPORTS-SERIES PW-1)

LIBRARY

BUREAU OF THE CENSUS



THE HISTORY OF THE

THE HISTORY OF THE

THE HISTORY OF THE

THE HISTORY OF THE

1954 CENSUS OF BUSINESS

W H O L E S A L E T R A D E

Preliminary Area Reports - Series PW-1

(51 preliminary reports, one for the country as a whole, one for each State, and one each for Alaska and Hawaii. Data for the District of Columbia are shown in the report including data for Delaware, which is designated numbers 8 and 9.)

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-1

UNITED STATES SUMMARY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Table 1.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS, AND STATES

Establishments, Sales, Payroll and Personnel

Region, division, and State	Establish- ments (number)	Payroll entire year (\$1,000)	Total		Active pro- prietary of unincor- porated businesses November (number)	Merchant wholesalers		Other types of wholesale establishments	
			Payroll and paid employees, work shown and nearest November 15			Establish- ments (number)	Sales (\$1,000)	Establish- ments (number)	Sales (\$1,000)
			Payroll (dollars)	Employees (number)					
United States.....1954..	252,127	11,033,232	215,664,813	2,581,607	151,184	165,055	100,560,261	87,072	133,478,759
1948..	216,043	9,748,145	14,861,880	2,309,278	130,879	129,118	76,540,764	86,725	104,078,400
Percent increase 1954 over 1948									
1954 Data.....	16.7	42.4	45.1	11.8	15.5	27.8	31.4	00.4	28.2
The Northeastern States.....	74,396	3,630,553	69,063,810	778,973	41,236	57,944	35,702,949	16,452	44,453,327
New England.....	14,446	646,994	12,222,515	151,835	6,105	9,317	5,567,962	3,446	6,128,737
Middle Atlantic.....	59,950	2,983,559	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590
The North Central States.....	79,701	3,442,234	66,434,932	768,951	47,441	44,316	28,397,629	35,285	45,952,951
East North Central.....	49,364	2,452,208	46,835,695	520,650	29,255	31,129	19,426,684	18,235	31,346,790
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	13,187	8,970,945	17,150	14,605,801
The South.....	60,509	2,310,039	45,760,105	645,056	37,958	38,927	22,480,478	21,882	26,782,836
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836
East South Central.....	11,264	419,102	8,285,378	121,917	7,784	7,149	4,659,136	4,115	5,527,817
West South Central.....	22,956	808,070	16,287,597	216,975	15,277	14,406	8,781,119	8,950	10,850,340
The West.....	77,521	1,650,416	34,407,966	388,027	24,549	5,317	11,979,205	13,653	16,289,948
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	2,569,054	2,460,506	4,493	5,271,928
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,951	11,410,151	8,960	13,012,020
New England.....	14,446	646,994	12,222,515	151,835	6,305	11,000	5,567,962	3,446	6,128,737
Maine.....	1,315	41,307	767,441	12,054	573	922	358,934	393	307,118
New Hampshire.....	19,616	223,921	3,959,953	54,105	289	452	178,239	164	125,873
Vermont.....	424	12,097	221,887	3,331	214	279	96,140	145	85,385
Massachusetts.....	7,926	383,955	7,267,772	86,984	3,311	6,037	3,302,272	1,389	4,176,427
Rhode Island.....	4,956	14,356	282,510	12,555	1,053	479,989	203	244,601	
Connecticut.....	2,969	140,681	2,679,352	31,807	1,366	2,297	1,561,108	625	983,003
Middle Atlantic.....	59,950	2,983,559	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590
New York.....	37,985	1,526,135	36,388,479	384,437	20,252	29,979	21,625,606	8,706	27,660,243
New Jersey.....	6,902	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484
Pennsylvania.....	15,063	703,046	13,624,134	164,946	10,820	11,272	5,970,838	3,791	7,829,863
East North Central.....	49,364	2,452,208	46,835,695	520,650	29,255	31,129	19,426,684	18,235	31,346,790
Ohio.....	11,968	620,285	12,145,627	139,740	6,197	7,832	4,600,748	4,136	7,913,245
Indiana.....	5,881	223,921	4,821,829	52,821	2,538	2,821	1,821,483	1,193	2,097,169
Illinois.....	16,472	934,558	17,222,005	185,205	10,119	10,442	7,701,365	6,030	12,584,518
Michigan.....	9,439	478,003	9,329,042	99,716	6,327	6,175	3,692,625	3,267	6,399,803
Wisconsin.....	5,604	195,771	3,897,162	47,168	2,996	3,282	1,604,826	2,319	1,949,125
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	13,187	8,970,945	17,150	14,605,801
Minnesota.....	6,990	239,760	4,733,433	37,100	3,000	2,828	2,240,248	3,262	3,189,882
Iowa.....	5,625	137,289	2,671,001	37,431	3,634	5,179	1,307,388	3,446	2,422,246
Missouri.....	7,597	380,341	7,461,181	88,510	4,490	4,372	3,225,270	3,225	4,930,521
North Dakota.....	2,071	32,706	690,966	8,825	852	416	255,414	1,655	597,312
South Dakota.....	1,690	27,661	566,944	8,312	902	442	220,143	1,248	362,234
Nebraska.....	3,002	83,156	1,668,368	23,325	1,902	1,249	776,732	1,753	1,864,578
Kansas.....	4,262	89,103	1,806,954	24,738	2,706	1,701	945,750	2,561	1,078,958
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836
Delaware.....	417	35,900	670,833	7,025	192	284	143,362	133	663,409
Maryland.....	3,034	140,943	2,612,117	35,227	1,831	2,827	1,101,963	827	1,473,613
District of Columbia.....	1,089	76,458	1,931,662	16,660	760	760	381,513	309	836,428
Virginia.....	3,364	134,659	2,710,802	41,150	1,821	2,217	1,249,288	1,152	1,424,438
West Virginia.....	1,624	67,411	1,358,291	17,891	848	1,361	550,524	483	516,294
North Carolina.....	4,750	160,639	3,132,985	50,660	2,840	3,957	1,312,673	1,193	1,897,169
South Carolina.....	2,014	56,245	1,085,598	18,497	1,220	1,254	627,883	760	706,867
Georgia.....	4,488	200,574	3,901,063	34,236	2,724	2,698	1,235,708	1,810	2,998,160
Florida.....	5,309	297,928	4,113,831	64,897	2,982	5,699	1,735,609	1,610	1,666,232
East South Central.....	11,264	419,102	8,285,378	121,917	7,784	7,149	4,659,136	4,115	5,527,817
Kentucky.....	2,717	104,361	2,039,826	18,645	1,719	2,543	966,252	998	1,280,430
Tennessee.....	3,867	164,671	3,230,205	46,580	2,584	2,525	2,131,150	1,344	2,360,859
Alabama.....	2,817	104,143	2,031,090	30,110	2,041	1,813	1,019,624	1,004	1,306,327
Mississippi.....	1,863	46,319	883,317	15,246	1,313	1,094	543,830	769	640,001
West South Central.....	22,956	808,070	16,287,597	216,975	15,277	14,406	8,781,119	8,950	10,850,340
Arkansas.....	1,964	67,833	915,366	14,410	1,435	1,140	507,379	824	489,909
Louisiana.....	3,633	144,994	2,896,606	40,120	2,229	2,440	1,616,588	1,193	1,897,169
Oklahoma.....	3,628	101,141	2,094,288	27,234	2,434	2,093	988,588	1,535	1,298,309
Texas.....	13,731	514,082	10,381,297	135,211	9,159	8,733	5,668,764	4,998	5,302,853
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,054	4,492	3,277,928
Montana.....	1,498	29,995	620,380	7,813	687	597	265,407	431	421,901
Idaho.....	1,270	26,906	578,289	9,920	529	529	192,622	741	287,376
Wyoming.....	953	9,212	186,370	2,576	366	276	97,002	277	102,450
Colorado.....	2,894	100,325	2,102,658	25,527	1,919	1,544	831,931	1,330	1,378,487
New Mexico.....	1,003	21,450	564,528	7,741	703	630	281,472	470	168,220
Arizona.....	1,286	44,306	956,088	12,272	802	800	433,286	436	351,863
Utah.....	1,171	46,107	942,597	11,737	739	700	360,588	471	510,474
Nevada.....	335	9,226	190,171	2,074	248	251	109,150	104	45,037
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,951	11,410,151	8,960	13,012,020
Washington.....	4,651	200,711	4,130,082	48,560	2,615	2,789	1,696,104	1,862	1,735,297
Oregon.....	2,921	123,992	2,775,650	32,755	1,935	2,075	1,047,500	1,004	1,297,309
California.....	19,869	1,033,037	21,534,660	231,055	13,637	13,827	8,432,647	6,042	10,229,123

Table 2.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS AND STATES
Sales 1954 and 1948—Merchant Wholesalers and Other Types of Wholesale Establishments

Regions, Division, and State	Merchant wholesalers				Percent change in sales 1954 and 1948	Other types of wholesale establishments				Percent change in sales 1954 and 1948		
	Sales 1954		Sales 1948			Sales 1954		Sales 1948				
	Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total		Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total			
United States: 1954..	100,560,261	100.00	xxx	xxx	xxx	133,478,759	100.00	xxx	100.00	28.2		
1948..	xxx	xxx	76,540,764	100.00	31.4	xxx	xxx	104,078,400	xxx	xxx		
The Northwestern States....	35,702,949	35.50	28,686,266	37.48	24.5	44,453,327	33.30	35,383,597	34.00	25.6		
Washington.....	5,567,934	1.56	4,517,878	5.90	23.7	6,112,787	4.53	4,536,536	4.36	35.1		
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.5	38,341,590	28.71	30,847,061	29.64	24.2		
The North Central States....	28,397,629	28.24	22,235,583	29.05	27.7	45,952,591	34.43	37,536,688	36.07	22.4		
East North Central....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6		
West North Central....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,526,108	13.00	08.0		
The South.....	22,480,478	22.36	16,160,764	21.11	39.1	26,782,893	20.07	19,693,203	18.92	36.0		
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3		
East South Central....	4,659,136	4.63	3,676,974	4.80	26.7	5,527,817	4.14	3,893,375	3.74	42.0		
West South Central....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1		
The West.....	13,979,205	13.90	9,458,151	12.36	47.6	16,289,948	12.20	11,464,912	11.02	42.1		
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5		
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1		
New England.....	5,567,962	5.54	4,517,828	5.90	23.2	6,128,737	4.59	4,536,536	4.36	35.1		
Maine.....	359,934	0.36	247,968	0.32	43.7	307,118	0.23	237,446	0.23	44.3		
New Hampshire.....	178,539	0.18	104,005	0.14	71.7	129,879	0.10	78,201	0.08	66.1		
Vermont.....	96,140	0.10	78,157	0.10	23.0	85,385	0.06	59,053	0.06	44.6		
Massachusetts.....	3,302,772	3.28	2,978,103	3.89	10.9	4,176,457	3.13	3,222,102	3.10	29.6		
Rhode Island.....	479,969	0.48	346,320	0.46	38.7	446,901	0.33	366,382	0.35	22.0		
Connecticut.....	1,152,108	1.15	763,455	1.00	50.9	983,003	0.74	573,342	0.55	71.5		
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2		
New York.....	21,609,696	21.49	17,705,211	23.13	22.1	27,660,243	20.72	23,222,189	22.31	19.1		
New Jersey.....	2,954,453	2.94	1,896,679	2.47	56.1	2,834,484	2.12	1,611,118	1.55	75.9		
Pennsylvania.....	5,570,838	5.54	4,570,548	5.97	21.9	7,829,863	5.87	6,013,754	5.78	30.2		
East North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6		
Ohio.....	4,600,748	4.58	3,882,463	5.07	18.5	7,913,245	5.93	5,383,396	5.17	47.0		
Indiana.....	1,820,180	1.82	1,347,478	1.78	35.6	2,584,582	1.97	1,776,396	1.71	40.7		
Illinois.....	7,701,365	7.66	5,812,184	7.59	33.5	12,584,518	9.43	11,436,711	10.99	10.0		
Michigan.....	3,692,625	3.67	2,360,656	3.08	56.4	6,399,803	4.79	4,061,597	3.90	57.6		
Wisconsin.....	1,604,826	1.60	1,369,787	1.79	17.2	1,949,125	1.46	1,352,480	1.30	44.1		
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,526,108	13.00	08.0		
Minnesota.....	2,240,248	2.23	1,980,830	2.59	13.1	3,189,882	2.39	2,866,966	2.75	11.3		
Iowa.....	1,827,388	1.80	1,437,388	1.78	37.7	2,422,646	1.81	2,270,378	2.19	36.4		
Missouri.....	3,225,270	3.21	2,745,913	3.59	17.5	4,930,591	3.69	4,162,562	4.00	18.5		
North Dakota.....	255,414	0.25	177,702	0.23	43.7	557,312	0.42	749,073	0.72	-25.6		
South Dakota.....	220,145	0.22	173,343	0.23	27.0	562,234	0.42	606,638	0.58	-07.0		
Nebraska.....	776,732	0.77	639,290	0.84	21.5	1,864,578	1.40	1,611,511	1.55	15.7		
Kansas.....	945,750	0.94	796,804	1.04	18.7	1,078,998	0.81	1,254,990	1.21	-14.0		
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3		
Delaware.....	143,362	0.14	85,556	0.11	67.6	163,409	0.50	395,907	0.38	67.6		
Maryland.....	1,101,963	1.10	922,997	1.21	19.4	1,473,613	1.10	1,061,559	1.02	38.8		
District of Columbia.....	581,313	0.58	467,410	0.61	24.4	836,238	0.63	726,146	0.70	15.2		
Virginia.....	1,249,288	1.24	926,177	1.21	34.9	1,424,438	1.07	1,013,127	0.97	40.6		
West Virginia.....	550,524	0.55	364,468	0.74	-02.5	516,294	0.39	496,185	0.48	04.1		
North Carolina.....	1,631,179	1.61	1,022,714	1.34	48.1	2,651,585	1.99	2,034,110	1.95	30.4		
South Carolina.....	627,883	0.62	456,826	0.60	37.4	706,867	0.53	526,203	0.51	33.8		
Georgia.....	1,535,708	1.53	1,063,207	1.39	44.4	2,958,160	2.22	2,084,196	2.00	41.9		
Florida.....	1,735,809	1.73	944,628	1.23	83.8	1,666,232	1.25	985,608	0.95	69.1		
East South Central.....	4,659,136	4.63	3,676,974	4.80	26.7	5,527,817	4.14	3,893,375	3.74	42.0		
Kentucky.....	964,232	0.96	765,786	1.00	26.0	1,220,630	0.91	904,073	0.87	35.0		
Tennessee.....	2,131,150	2.12	1,737,297	2.27	22.7	2,360,899	0.98	1,600,439	1.54	47.7		
Alabama.....	1,019,624	1.01	757,511	0.99	34.6	1,306,327	0.98	881,123	0.85	48.3		
Mississippi.....	543,830	0.54	416,380	0.54	30.6	640,001	0.48	507,740	0.49	26.0		
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1		
Arkansas.....	307,379	0.50	407,156	0.53	24.6	489,909	0.37	399,651	0.38	22.6		
Louisiana.....	1,616,388	1.61	1,150,849	1.50	40.5	1,267,169	0.95	985,996	0.95	28.5		
Oklahoma.....	588,588	0.58	719,087	0.94	-08.8	388,309	0.29	397,840	0.32	35.9		
Texas.....	5,668,764	5.64	3,752,722	4.90	51.1	5,302,853	3.97	4,133,670	3.97	28.3		
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5		
Montana.....	265,407	0.26	192,164	0.25	38.1	431,901	0.32	382,891	0.37	12.8		
Idaho.....	192,622	0.19	122,152	0.16	57.7	287,376	0.22	287,232	0.28	00.1		
Wyoming.....	97,002	0.10	80,446	0.11	102.0	102,450	0.08	67,304	0.06	52.2		
Colorado.....	831,931	0.83	620,621	0.81	34.0	1,178,487	0.93	881,205	0.94	4.05		
New Mexico.....	281,472	0.28	148,389	0.19	89.9	168,220	0.13	104,210	0.10	61.4		
Arizona.....	430,882	0.43	217,721	0.28	97.7	353,983	0.27	186,663	0.18	89.6		
Utah.....	360,468	0.36	246,333	0.38	32.5	510,474	0.38	348,819	0.34	26.3		
Nevada.....	109,150	0.11	53,930	0.07	102.4	45,037	0.03	24,578	0.02	83.2		
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1		
Washington.....	1,696,104	1.69	1,225,483	1.60	38.4	1,735,297	1.30	1,336,332	1.28	29.9		
Oregon.....	1,281,400	1.27	928,358	1.21	38.0	1,047,570	0.78	918,081	0.88	24.1		
California.....	8,432,647	8.39	5,574,554	7.28	51.3	10,229,153	7.66	6,773,601	6.51	51.0		

- Significant decrease. xxx Not applicable.

1954 Census of Business WHOLESALE TRADE

February 1956

LIBRARY

Series: PW-1-1 Revised

UNITED STATES SUMMARY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 181. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Table 1.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS, AND STATES

Region, division, and State	Establishments, Sales, Payroll and Personnel									
	Establishment (number)	Payroll entire year (\$1,000)	Total		Active pro- prietors of unincorpor- ated businesses November (number)	Merchant wholesalers		Other types of wholesale establishments		Sales (\$1,000)
			Payroll and paid employees, work week ended nearest November 15			Establish- ments (number)	Sales (\$1,000)	Establish- ments (number)	Sales (\$1,000)	
			Payroll (\$1,000)	Employees (number)						
United States.....1954.....	252,127	11,033,232	215,664,813	2,581,007	151,184	165,055	100,560,261	87,072	133,478,799	
.....1948.....	216,043	7,748,145	148,613,880	2,309,278	130,879	129,118	76,540,764	86,725	104,078,400	
Percent increase 1954 over 1948										
1954 Data.....	16.7	42.4	45.1	11.8	15.5	27.8	31.4	00.4	28.2	
The Northeastern States.....	76,396	3,630,553	69,061,810	778,973	41,236	57,944	35,702,949	16,432	44,453,327	
New England.....	14,446	646,594	12,222,515	151,835	6,305	11,000	5,567,962	3,446	6,128,737	
Middle Atlantic.....	59,950	2,983,599	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590	
The North Central States.....	79,701	3,642,224	66,434,932	768,951	47,441	44,316	28,397,629	35,385	45,952,591	
East North Central.....	49,364	2,452,208	46,835,695	520,650	29,255	31,129	19,426,684	18,235	31,346,790	
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	13,187	8,970,945	17,150	14,605,801	
The South.....	60,509	2,130,039	45,760,105	645,056	37,958	38,927	22,408,278	21,582	26,782,893	
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836	
East South Central.....	11,264	439,132	8,185,278	121,917	7,784	7,149	4,659,136	4,113	5,927,817	
West South Central.....	22,956	808,070	16,287,597	216,975	15,257	14,406	8,781,119	8,550	10,858,400	
The West.....	37,521	1,650,436	34,407,966	388,027	24,549	23,868	13,779,205	13,653	16,289,948	
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,054	4,692	3,277,928	
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,551	11,012,151	8,960	13,012,020	
New England.....	14,446	646,594	12,222,515	151,835	6,305	11,000	5,567,962	3,446	6,128,737	
Maine.....	1315	41,307	761,441	12,054	573	922	358,934	393	307,118	
New Hampshire.....	616	19,748	329,353	5,105	239	452	178,339	164	129,873	
Vermont.....	424	12,099	221,887	3,331	224	679	96,140	145	85,385	
Massachusetts.....	7,936	383,955	7,267,372	86,984	3,311	2,031	3,302,272	1,889	4,176,457	
Rhode Island.....	1,246	49,206	926,110	12,554	482	1,053	479,969	206	446,001	
Connecticut.....	2,909	140,681	2,679,352	31,807	1,366	2,297	1,152,108	652	983,003	
Middle Atlantic.....	59,950	2,983,599	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590	
New York.....	37,985	1,926,135	36,388,479	384,437	20,252	29,979	20,699,696	8,006	27,660,243	
New Jersey.....	6,902	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484	
Pennsylvania.....	15,063	703,046	13,626,134	164,948	10,620	11,272	5,730,838	3,791	7,829,863	
East North Central.....	49,364	2,452,208	46,835,695	520,650	29,255	31,129	19,426,684	18,235	31,346,790	
Ohio.....	11,968	620,285	12,445,627	135,740	6,197	7,832	4,600,748	4,136	7,913,245	
Indiana.....	9,481	4,241,899	8,211,816	90,119	3,398	3,987	1,857,120	2,483	3,200,409	
Illinois.....	16,472	934,558	17,222,005	185,205	10,422	7,701,365	6,030	10,346,518		
Michigan.....	9,439	478,003	9,329,042	99,716	6,327	6,172	3,692,625	3,067	6,399,803	
Wisconsin.....	5,604	195,771	3,897,162	47,168	2,996	3,285	1,604,826	2,319	1,949,125	
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	13,187	8,970,945	17,150	14,605,801	
Minnesota.....	6,090	239,760	4,733,233	57,100	3,500	2,828	2,040,248	1,752	3,189,882	
Iowa.....	5,625	137,289	2,671,091	27,431	1,834	2,179	1,307,388	3,446	2,422,246	
Missouri.....	7,597	380,341	7,461,681	88,510	4,490	4,372	2,325,270	3,225	4,930,591	
North Dakota.....	2,071	32,706	690,966	8,855	852	416	255,414	1,655	597,312	
South Dakota.....	1,690	27,661	566,964	8,312	602	442	220,143	1,248	560,234	
Nebraska.....	3,002	83,156	1,668,368	23,325	1,902	1,249	776,731	1,793	1,864,578	
Kansas.....	4,262	89,103	1,806,954	24,738	2,706	1,701	945,750	2,561	1,078,958	
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836	
Delaware.....	417	15,900	670,833	7,025	192	284	143,362	133	663,409	
Maryland.....	3,034	140,943	2,612,117	35,227	1,831	2,207	1,103,963	827	1,473,613	
District of Columbia.....	1,089	76,458	1,901,662	16,661	459	760	281,513	329	836,238	
Virginia.....	3,364	134,659	2,710,802	41,550	1,821	2,212	1,049,288	1,152	1,424,438	
West Virginia.....	1,824	67,411	1,356,251	17,851	848	1,341	550,524	345	716,294	
North Carolina.....	4,750	162,659	3,335,982	50,660	2,840	2,957	1,534,173	1,793	2,631,485	
South Carolina.....	2,014	56,245	1,085,569	18,457	1,220	1,254	627,883	760	706,867	
Georgia.....	4,488	200,574	3,901,063	34,236	2,724	2,658	1,335,708	1,830	2,996,160	
Florida.....	5,309	297,928	4,113,851	64,897	2,982	3,699	1,739,809	1,610	2,666,232	
East South Central.....	11,264	439,132	8,185,278	121,917	7,784	7,149	4,659,136	4,113	5,927,817	
Texas.....	7,936	383,955	7,267,372	86,984	3,311	2,031	3,302,272	1,889	4,176,457	
Tennessee.....	3,867	164,671	3,230,205	46,580	2,584	2,923	2,361,590	1,344	2,360,859	
Alabama.....	2,817	104,141	2,031,990	30,110	2,041	1,813	1,019,626	1,004	1,306,321	
Mississippi.....	1,863	46,319	883,317	15,246	1,313	1,094	543,830	769	646,007	
West South Central.....	22,956	808,070	16,287,597	216,975	15,257	14,406	8,781,119	8,550	10,858,400	
Arkansas.....	1,964	47,853	975,366	14,410	1,435	1,140	570,379	824	489,909	
Louisiana.....	3,633	144,994	2,896,008	40,220	2,229	2,440	1,616,888	1,591	1,807,160	
Oklahoma.....	3,628	101,142	2,054,288	27,234	2,434	2,093	988,588	1,535	1,298,309	
Texas.....	13,731	514,081	10,381,297	135,211	9,159	8,733	5,668,764	4,998	5,802,853	
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,054	4,692	3,277,928	
Montana.....	1,498	29,595	620,380	7,813	667	597	265,407	941	431,901	
Idaho.....	1,270	12,006	279,289	9,620	329	299	192,622	741	287,576	
Wyoming.....	553	9,212	186,370	2,576	366	276	97,002	297	102,450	
Colorado.....	2,894	100,325	2,102,658	25,527	1,919	1,944	831,931	1,390	1,378,487	
New Mexico.....	1,003	27,450	384,528	7,741	703	630	281,672	473	368,220	
Arizona.....	1,886	94,367	1,678,928	12,772	802	850	434,882	373	553,853	
Utah.....	1,171	46,107	942,597	11,737	709	700	360,588	370	510,474	
Nevada.....	335	9,226	190,171	2,074	248	231	109,150	104	45,037	
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,551	11,012,151	8,960	13,012,020	
Washington.....	4,651	200,771	4,136,082	48,560	2,615	2,789	1,696,104	1,862	1,735,297	
Oregon.....	1,291	123,090	2,382,113	28,710	1,938	1,938	1,047,500	761	1,047,500	
California.....	19,869	1,033,037	21,534,660	231,055	13,637	13,827	8,432,647	6,042	10,229,153	

Table 2.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS AND STATES
Sales 1954 and 1948—Merchant Wholesalers and other types of Wholesale Establishments

Regions, Division, and State	Merchant wholesalers					Other types of wholesale establishments				
	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948
	Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total		Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total	
United States, 1954- 1948.....	100,560,261	100.00	xxx	xxx	31.4	133,478,759	100.00	xxx	100.00	28.4
1948.....	xxx	xxx	76,540,764	100.00	xxx	xxx	104,078,400	xxx	xxx	xxx
The Northeastern States.....	35,702,949	35.50	28,686,266	37.48	24.5	44,453,327	33.30	35,383,597	34.00	25.6
New England.....	5,567,962	5.54	4,517,828	5.90	23.2	6,128,737	4.59	4,536,536	4.36	35.1
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2
The North Central States.....	28,397,329	28.24	22,335,583	29.05	27.7	45,952,591	34.43	37,536,688	36.07	22.4
East North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,526,108	13.00	08.0
The South.....	22,480,478	22.36	16,160,764	21.11	39.1	26,786,893	20.07	19,693,203	18.92	36.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
East South Central.....	4,659,133	4.63	3,676,974	4.80	26.7	6,527,814	4.94	3,893,375	3.74	42.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1
The West.....	13,979,205	13.90	9,458,151	12.36	47.8	16,289,948	12.20	11,464,912	11.02	42.1
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1
New England.....	5,567,962	5.54	4,517,828	5.90	23.2	6,128,737	4.59	4,536,536	4.36	35.1
Maine.....	358,934	0.36	247,988	0.32	44.7	307,118	0.23	237,446	0.23	29.3
New Hampshire.....	178,539	0.18	104,005	0.14	71.7	129,873	0.10	78,201	0.08	66.1
Vermont.....	96,140	0.10	57,000	0.08	47.0	85,385	0.06	59,053	0.06	44.6
Massachusetts.....	3,302,272	3.28	2,978,103	3.89	10.9	4,176,457	3.13	3,222,102	3.10	29.6
Rhode Island.....	479,969	0.48	363,120	0.45	38.7	446,901	0.33	366,392	0.35	22.0
Connecticut.....	1,152,108	1.15	763,455	1.00	50.9	985,003	0.74	573,342	0.55	71.5
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2
New York.....	21,609,696	21.49	17,705,211	23.23	22.1	27,660,243	20.72	23,222,189	22.31	19.1
New Jersey.....	2,954,123	2.94	1,892,678	2.47	56.1	2,834,586	2.12	1,811,507	1.76	57.0
Pennsylvania.....	5,570,838	5.54	4,570,548	5.97	21.9	7,829,863	5.87	6,013,754	5.78	30.2
West North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6
Ohio.....	4,650,748	4.58	3,682,443	5.07	18.5	7,913,245	5.93	5,383,396	5.17	47.0
Indiana.....	1,827,120	1.82	1,347,479	1.76	35.6	2,500,099	1.87	1,776,396	1.71	40.7
Illinois.....	7,701,365	7.66	5,812,184	7.79	32.5	12,584,518	9.43	11,436,711	10.99	10.0
Michigan.....	3,692,625	3.67	2,360,656	3.08	62.0	6,399,883	4.79	4,681,597	4.52	36.9
Wisconsin.....	1,604,826	1.60	1,369,787	1.79	17.2	1,948,125	1.46	1,352,480	1.30	44.1
West South Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,526,108	13.00	08.0
Minnesota.....	2,240,248	2.23	1,980,830	2.59	13.1	3,189,882	2.39	2,866,956	2.75	13.4
Iowa.....	1,307,388	1.30	949,132	1.24	37.7	2,422,246	1.81	2,276,378	2.19	06.4
Missouri.....	3,225,270	3.21	2,745,915	3.59	17.5	4,930,591	3.69	4,162,562	4.00	18.5
North Dakota.....	255,414	0.25	177,702	0.23	43.7	557,312	0.42	369,073	0.35	50.6
South Dakota.....	220,143	0.22	173,343	0.23	27.0	562,234	0.42	604,638	0.58	-07.0
Nebraska.....	776,732	0.77	639,290	0.84	21.5	1,864,578	1.40	1,611,511	1.55	15.7
Kansas.....	945,750	0.94	796,804	1.04	18.7	1,076,958	0.81	1,254,990	1.21	-14.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
Delaware.....	143,362	0.14	85,556	0.11	66.1	663,409	0.50	395,907	0.38	67.6
Maryland.....	1,101,963	1.10	822,997	1.01	29.4	1,473,613	1.10	1,061,559	1.02	38.8
District of Columbia.....	581,513	0.58	467,410	0.61	24.4	836,238	0.63	726,146	0.70	15.2
Virginia.....	1,249,288	1.24	966,177	1.21	34.9	1,424,438	1.07	1,013,127	0.97	40.6
West Virginia.....	550,524	0.55	554,468	0.74	-0.5	516,294	0.39	606,185	0.48	-04.1
North Carolina.....	1,514,173	1.51	1,022,714	1.34	48.1	2,651,585	1.99	2,034,110	1.95	30.4
South Carolina.....	627,883	0.62	456,826	0.60	37.4	706,867	0.53	528,203	0.51	33.8
Georgia.....	1,513,123	1.51	1,063,207	1.44	39.9	2,950,640	2.22	2,084,196	2.02	42.9
Florida.....	1,773,809	1.73	944,628	1.23	89.8	1,666,232	1.25	985,608	0.95	69.1
East South Central.....	4,659,136	4.63	3,676,974	4.80	26.7	5,527,817	4.14	3,893,375	3.74	42.0
Kentucky.....	84,232	0.84	765,798	1.00	26.0	1,220,630	0.91	904,073	0.87	35.0
Tennessee.....	2,131,150	2.12	1,737,297	2.27	22.7	2,360,859	1.77	1,600,439	1.54	47.3
Alabama.....	1,019,624	1.01	757,511	0.99	34.6	1,306,327	0.98	881,123	0.85	48.3
Mississippi.....	543,880	0.54	416,380	0.54	30.6	640,001	0.48	507,740	0.49	28.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1
Arkansas.....	507,379	0.50	407,156	0.53	24.6	489,909	0.37	399,651	0.38	22.6
Louisiana.....	1,616,388	1.61	1,150,849	1.50	40.5	1,267,169	0.95	985,976	0.95	28.5
Oklahoma.....	988,588	0.98	719,080	0.94	37.5	1,298,309	0.97	955,490	0.92	35.9
Texas.....	5,668,764	5.64	3,752,722	4.90	51.1	5,302,853	3.97	4,133,670	3.97	28.3
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5
Montana.....	265,407	0.26	192,164	0.25	38.1	431,901	0.32	382,891	0.37	12.8
Idaho.....	132,622	0.13	122,152	0.16	57.7	287,776	0.22	287,232	0.28	00.1
Wyoming.....	97,002	0.10	80,446	0.11	20.6	102,450	0.08	67,304	0.06	52.2
Colorado.....	831,991	0.83	620,621	0.81	34.0	1,378,487	1.03	986,205	0.94	4.05
New Mexico.....	281,472	0.28	148,389	0.19	89.7	368,220	0.28	104,210	0.10	63.1
Arizona.....	403,882	0.40	217,771	0.28	97.9	323,983	0.27	181,663	0.18	09.6
Utah.....	360,588	0.36	294,333	0.38	22.5	510,474	0.38	402,815	0.39	26.7
Nevada.....	109,150	0.11	53,930	0.07	102.4	45,037	0.03	24,578	0.02	83.2
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1
Washington.....	1,696,104	1.69	1,225,483	1.60	38.4	1,735,297	1.30	1,336,332	1.28	29.9
Oregon.....	1,281,400	1.28	868,347	1.21	50.0	1,047,578	0.78	816,081	0.88	24.1
California.....	8,435,647	8.39	5,574,558	7.28	51.3	10,229,153	7.66	6,773,601	6.51	51.0

- Signifies decrease. xxx Not applicable.

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-2

ALABAMA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15 (Dollars) (Number)		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Alabama, total.....1954..	2,817	104,141	2,031,990	30,110	2,041	1,813	1,019,624	1,004	1,306,327
1948..	2,386	71,553	1,374,840	26,174	1,755	1,397	757,511	989	881,123
Autauga County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Baldwin County.....	44	461	8,887	218	45	29	61561	15	8,843
Barbour County.....	23	173	3,820	117	16	9	1,978	14	3,251
Bibb County.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Bibb County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Blount County.....	13	134	2,690	95	11	10	1,087	3	777
Bullock County.....	10	56	1,324	34	17	4	4,653	6	1,392
Butler County.....	12	127	2,413	52	11	7	1,836	5	1,788
Greenville.....	12	127	2,413	52	11	7	1,836	5	1,788
Remainder of County.....	***	***	***	***	***	***	***	***	***
Calhoun County.....	65	2,365	48,679	734	38	44	22,724	21	14,028
Camden County.....	52	2,165	40,442	623	28	37	20,381	15	12,602
Remainder of County.....	13	200	4,237	111	10	7	1,643	6	1,426
Chambers County.....	9	34	794	18	9	5	369	4	2,097
Lawson.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Cherokee County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Chilton County.....	18	158	2,797	85	14	8	1,479	10	3,087
Choctaw County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Clarke County.....	15	152	2,573	51	10	7	1,535	8	3,193
Clay County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Cleburne County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Coffee County.....	21	219	3,794	96	21	13	2,392	8	3,931
Enterprise.....	11	116	1,701	43	10	6	1,278	5	2,592
Remainder of County.....	10	103	2,093	53	11	7	1,114	3	1,539
Colbert County.....	45	1,288	26,105	417	42	32	10,395	13	16,717
St. Clair.....	11	1,131	22,752	340	31	22	9,935	3	14,957
Tusculum.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Conecuh County.....	10	74	1,371	31	13	6	2,101	4	3,622
Coosa County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Covington County.....	38	662	13,657	310	28	21	13,184	17	11,731
Andalusia.....	21	416	8,178	143	18	15	4,398	6	6,864
Opp.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Crenshaw County.....	16	252	4,371	128	16	10	2,850	6	4,188
Cullman County.....	42	647	12,175	277	54	26	10,875	16	6,802
Cullman.....	38	(D)	(D)	(D)	(D)	23	(D)	15	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Dale County.....	14	184	4,228	116	15	7	3,423	7	2,196
Osark.....	13	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Dallas County.....	60	1,381	26,769	491	56	48	20,686	12	10,045
Selma.....	56	(D)	(D)	(D)	(D)	45	(D)	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
De Kalb County.....	26	271	5,535	127	26	16	4,444	10	4,210
Fort Payne.....	19	(D)	(D)	(D)	(D)	11	(D)	8	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Elmore County.....	14	111	2,390	55	13	11	1,699	3	872
Escambia County.....	38	719	13,542	252	25	21	4,787	17	10,443
Atmore.....	17	341	6,498	120	(D)	8	2,158	9	7,406
Brewton.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Etowah County.....	74	1,437	26,311	452	55	57	16,553	17	8,401
Attala.....	8	(D)	(D)	(D)	(D)	7	(D)	16	(D)
Gadsden.....	61	(D)	(D)	(D)	(D)	45	(D)	16	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	5	(D)	***	***
Payette County.....	14	236	4,901	103	14	9	2,448	5	1,578
Franklin County.....	12	131	2,640	55	13	7	2,831	5	1,655
Russellville.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Geneva County.....	20	243	3,939	122	19	9	1,770	11	7,461

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available. n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Not comparable with information in 1948 and previous Wholesale Census publications due to differences in reporting sales offices of steel companies.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Greene County.....	7	86	1,353	30	5	4	1,740	3	569
Hale County.....	10	116	2,226	41	5	3	650	7	2,647
Henry County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Houston County.....	87	21,120	41,703	744	71	63	24,980	28	14,032
Indian County.....	80	(D)	(D)	(D)	(D)	58	(D)	22	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Jackson County.....	12	219	4,199	88	11	6	4,380	6	3,991
Jefferson County.....	813	52,469	1,009,973	12,898	429	511	365,534	302	167,235
Reagan.....	17	946	16,569	284	12	13	12,472	4	1,780
Birmingham.....	79	49,421	956,094	12,005	391	463	367,978	266	575,298
Fairfield.....	4	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Ramsey.....	9	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Mountain Brook.....	3	47	1,095	7	1	***	***	3	1,584
Tarrant City.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	1	(D)	18	(D)
Leasaw County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Laurens County.....	47	824	17,115	297	39	34	12,762	13	7,961
Florence.....	45	(D)	(D)	(D)	(D)	32	(D)	13	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Lawrence County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Lee County.....	34	685	13,016	262	30	21	15,550	13	6,532
Auburn.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Opelika.....	27	606	11,236	229	22	17	15,069	10	5,843
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Limestone County.....	17	197	3,891	113	15	9	5,699	8	3,674
Athens.....	13	(D)	(D)	(D)	(D)	8	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Lowndes County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Macon County.....	13	150	2,678	57	15	9	4,307	4	762
Tuskegee.....	10	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Madison County.....	45	971	20,110	389	43	36	28,291	9	8,629
Monticello.....	42	(D)	(D)	(D)	(D)	34	(D)	6	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Marion County.....	18	459	8,881	202	22	7	6,016	11	6,562
Demopolis.....	15	432	8,291	193	16	7	6,016	8	6,299
Remainder of County.....	3	27	590	9	6	***	***	3	263
Marion County.....	9	46	923	19	9	3	419	6	2,356
Marshall County.....	49	604	13,028	239	54	30	30,353	19	10,580
Albertville.....	20	232	4,730	60	25	18	15,135	5	2,312
Guntersville.....	18	287	6,469	110	15	9	13,840	9	5,510
Remainder of County.....	11	85	1,829	49	14	6	1,378	5	2,758
Mobile County.....	339	15,981	331,924	4,419	204	257	150,980	82	115,094
Mobile.....	283	14,699	304,599	3,925	168	212	136,593	71	105,807
Priestland.....	12	223	4,993	87	6	9	2,494	3	2,425
Remainder of County.....	44	1,059	22,332	407	30	36	11,393	8	6,862
Monroe County.....	11	97	1,950	37	9	4	660	7	4,402
Montgomery County.....	242	10,803	206,650	3,132	149	167	111,856	75	90,191
Montgomery.....	235	10,459	200,081	3,037	147	164	111,221	71	84,770
Remainder of County.....	7	344	6,569	95	2	3	635	4	5,421
Morgan County.....	57	1,336	26,543	500	48	36	23,784	21	12,885
Rehoboth.....	49	1,476	28,272	473	42	32	22,124	17	11,650
Remainder of County.....	8	62	1,271	27	7	4	1,660	4	1,225
Perry County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Pickens County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Pike County.....	34	454	9,147	198	31	17	3,727	17	8,525
Troy.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Randolph County.....	16	132	2,730	64	11	9	1,552	7	2,070
Rossmore.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Russell County.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Phenix City.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	5	(D)	***	(D)
St. Clair County.....	9	45	843	18	6	3	237	6	1,299
Shelby County.....	9	122	2,300	42	8	4	353	5	3,869
Suwanee County.....	13	69	1,616	64	9	5	491	8	2,283

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

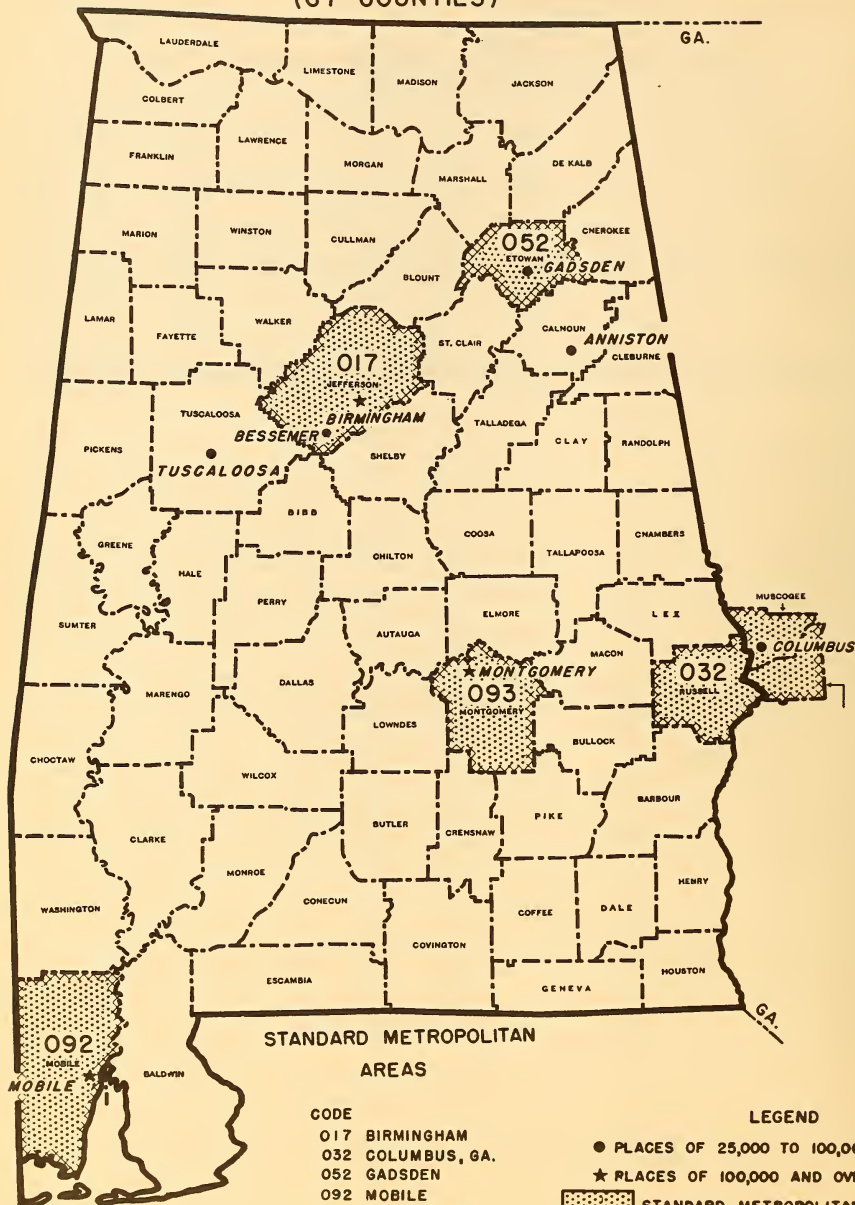
Not comparable with information in 1948 and previous wholesale Census publications due to differences in reporting sales offices of steel companies.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
Talladega County.....	41	643	12,529	211	41	28	8,228	13	5,116
Sylacauga.....	22	364	7,929	123	21	15	4,480	7	2,684
Talladega.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tallapoosa County.....	26	413	8,327	182	22	17	5,046	9	2,680
Alexander City.....	13	220	4,153	92	11	9	3,232	4	809
Remainder of County.....	13	193	4,174	90	11	8	2,764	5	1,131
Tuscaloosa County.....	55	1,897	35,803	625	46	43	24,564	12	11,531
Tuscaloosa.....	52	(D)	(D)	(D)	(D)	41	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Walker County.....	29	406	8,630	175	33	18	6,300	11	3,915
Wetumpka.....	23	(D)	(D)	(D)	(D)	14	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Washington County.....	11	156	3,845	89	5	8	1,197	3	910
Wilcox County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Winston County.....	12	122	2,245	51	8	7	4,041	5	1,429

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

ALABAMA (67 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$ -----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

PRELIMINARY REPORT

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-3

ARIZONA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly- or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

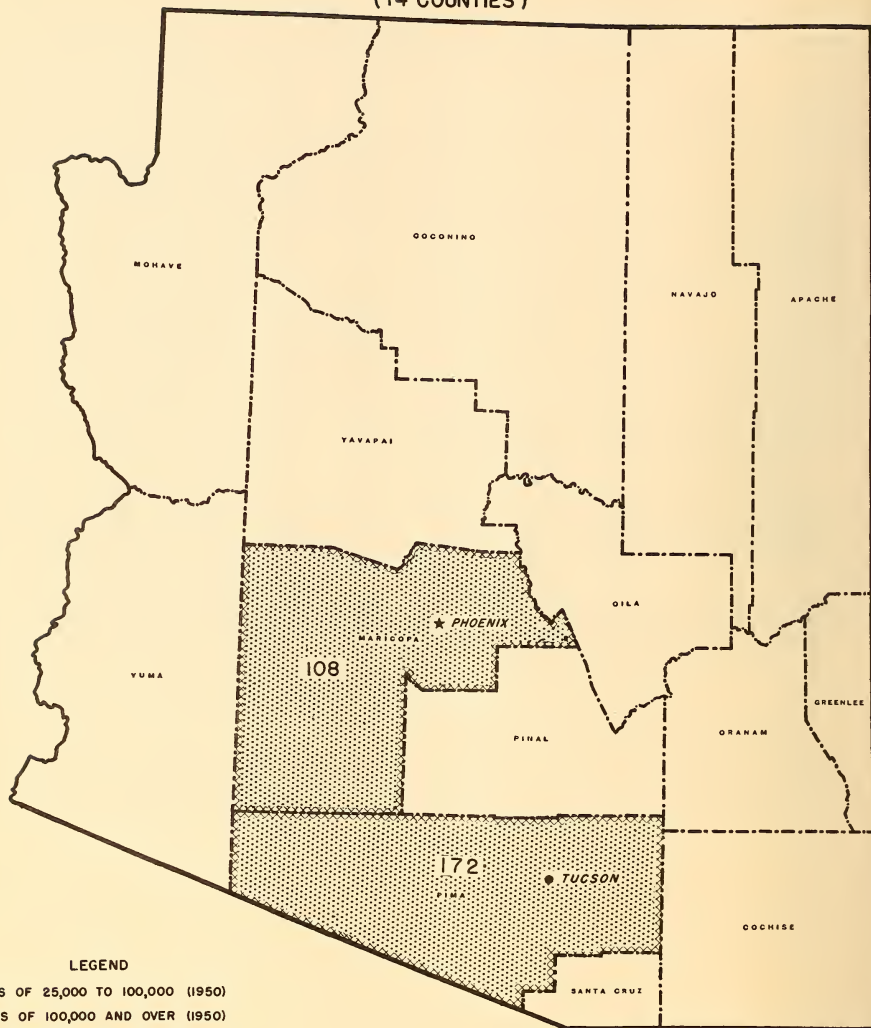
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Arizona, total.....1954..	1,286	44,367	956,098	12,272	802	850	430,882	436	353,983
.....1948..	785	23,115	439,029	7,805	513	430	217,721	355	186,663
Apache County.....	3	...	...	...	3	...	...	3	763
Cochise County.....	43	479	91,277	142	29	21	2,652	22	6,246
Douglas.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	35	(D)	(D)	(D)	(D)	14	(D)	21	(D)
Cocconino County.....	35	497	101,632	134	26	21	81,036	14	41,310
Flagstaff.....	24	453	91,759	120	17	17	71,403	7	21,704
Remainder of County.....	11	42	873	14	9	4	573	7	1,601
Gila County.....	23	368	81,170	94	14	13	2,521	10	3,191
Globe.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Graham County.....	20	274	51,933	86	12	13	2,614	7	2,196
Greenlee County.....	8	50	11,051	16	6	4	314	4	408
Maricopa County.....	721	32,361	701,261	9,054	443	443	304,175	228	252,708
Glendale.....	8	107	11,993	25	5	5	809	3	4,427
Mesa.....	26	717	171,306	280	18	12	2,274	14	6,021
Phoenix.....	549	25,988	541,885	6,382	313	346	252,405	155	199,478
Tempe.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	134	(D)	(D)	(D)	(D)	79	(D)	55	(D)
Mohave County.....	15	63	11,130	17	17	8	642	7	1,601
Navajo County.....	27	285	51,715	83	22	13	1,824	14	5,466
Winslow.....	10	121	21,074	28	10	5	815	5	1,112
Remainder of County.....	17	164	31,641	55	12	8	11,008	9	4,454
Pima County.....	208	51,486	139,742	1,678	99	102	77,948	46	22,484
Tucson.....	176	51,844	127,101	1,510	73	140	72,135	36	24,884
Remainder of County.....	32	642	12,641	168	26	22	5,809	10	4,602
Pinal County.....	41	664	161,487	182	33	19	3,465	22	7,454
Santa Cruz County.....	37	389	51,975	138	27	17	51,839	20	14,074
Nogales.....	36	(D)	(D)	(D)	(D)	17	(D)	19	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	...	(D)	1	(D)
Yavapai County.....	44	603	141,943	166	35	26	21,021	18	21,194
Prescott.....	21	465	121,231	129	17	17	41,355	4	1,624
Remainder of County.....	23	138	21,714	37	18	9	866	14	3,565
Yuma County.....	61	11,848	351,620	482	36	40	141,725	21	19,988
Yuma.....	35	996	201,495	269	16	25	81,354	10	15,592
Remainder of County.....	26	852	151,325	213	20	15	61,371	11	4,296

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

ARIZONA (14 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)



STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

108 PHOENIX

172 TUCSON

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to the Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

(PMGC)

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-4

ARKANSAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Arkansas, total.....1954.. 1948..	1,964 2,008	47,853 34,407	915,366 700,047	14,410 14,099	1,435 1,480	1,140 940	507,779 407,156	824 1,068	489,509 399,651
Arkansas County.....	42	506	9,091	172	28	19	4,979	23	4,545
Stuttgart.....	23	341	6,337	111	16	10	3,863	13	2,388
Remainder of County.....	19	165	2,754	61	12	9	1,116	10	2,157
Ashley County.....	14	140	3,395	54	9	5	1,832	9	1,356
Baxter County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Benton County.....	46	571	10,131	240	37	23	7,053	23	5,504
Boone County.....	31	500	12,273	195	25	16	5,839	15	4,488
Harrison.....	24	(D)	(D)	(D)	(D)	14	(D)	7	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Bradley County.....	17	156	3,165	74	16	6	1,234	11	1,072
Calhoun County.....	***	***	***	***	***	***	***	***	***
Carroll County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Chicot County.....	19	320	6,277	124	10	8	4,617	11	3,994
Clark County.....	18	103	2,171	68	19	9	1,365	9	2,036
Arkadelphia.....	8	50	991	17	6	4	254	4	940
Remainder of County.....	10	53	1,180	51	13	5	1,111	5	1,096
Clay County.....	22	154	2,815	92	14	6	1,328	16	4,026
Cleburne County.....	9	44	996	25	10	3	1,244	6	1,355
Cleveland County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Columbia County.....	25	274	5,518	76	18	13	3,915	12	3,301
Magnolia.....	26	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Conway County.....	21	193	4,412	93	13	13	3,079	8	2,106
Morrilton.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Craighead County.....	55	1,250	2,342	456	46	36	16,990	19	7,791
Jonesboro.....	46	1,184	24,122	428	40	33	16,301	13	6,592
Remainder of County.....	9	66	1,220	28	6	3	1,69	6	1,199
Crawford County.....	9	224	4,627	150	7	5	1,232	4	1,139
Van Buren.....	4	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Crittenden County.....	36	553	13,384	184	29	22	7,695	14	4,514
West Memphis.....	18	308	7,509	88	13	14	5,713	4	2,295
Remainder of County.....	18	245	5,875	96	16	8	2,982	10	2,219
Cross County.....	16	172	3,278	67	10	7	1,347	9	2,362
Dallas County.....	11	92	2,015	32	11	4	1,038	7	1,336
DeSha County.....	24	330	6,138	120	25	15	5,004	9	5,186
Drew County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Faulkner County.....	27	216	5,094	117	29	11	3,223	16	5,321
Conway.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Franklin County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Fulton County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Garland County.....	48	1,139	22,102	414	40	35	15,948	13	5,576
Hot Springs.....	46	(D)	(D)	(D)	(D)	33	(D)	13	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Grant County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Greene County.....	36	636	11,870	233	19	20	5,674	16	3,366
Paragould.....	32	(D)	(D)	(D)	(D)	19	(D)	13	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Hempstead County.....	21	507	9,355	146	16	10	7,855	11	5,172
Hope.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hot Spring County.....	18	261	4,899	101	12	10	3,582	8	4,222
Malvern.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Howard County.....	14	160	2,767	58	9	6	2,959	8	1,963
Independence County.....	30	388	7,380	134	26	19	4,492	11	3,962
Batesville.....	27	(D)	(D)	(D)	(D)	16	(D)	9	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Isard County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Jackson County.....	22	272	4,480	174	15	12	3,551	12	4,111
Newport.....	19	255	4,601	192	13	10	3,551	9	3,775
Remainder of County.....	3	17	(2)	2	2	***	***	3	343
Jefferson County.....	42	1,852	41,338	592	78	54	18,744	28	55,807
Pine Bluff.....	74	1,704	38,334	533	70	50	17,158	24	55,159
Remainder of County.....	8	141	3,050	59	8	4	1,586	6	668
Johnson County.....	16	224	3,273	53	13	7	3,814	9	1,634
Lafayette County.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Lawrence County.....	21	118	2,562	60	14	12	2,697	9	3,346
Lee County.....	14	85	1,789	45	20	5	3,144	9	2,801
Lincoln County.....	4	19	(2)	8	2	***	***	4	562
Little River County.....	10	65	1,404	32	6	6	970	4	502
Logan County.....	14	26	(2)	14	14	5	292	9	1,357
Loneke County.....	15	(0)	(0)	(0)	(0)	2	(0)	13	(0)
Madison County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Marion County.....	2	(0)	(0)	(0)	(0)	***	***	2	(0)
Miller County.....	38	1,638	29,449	403	20	25	16,982	13	7,153
Texasiana.....	35	(0)	(0)	(0)	(0)	23	(0)	42	(0)
Remainder of County.....	3	(0)	(0)	(0)	(0)	2	(0)	1	(0)
Mississippi County.....	66	1,065	23,744	396	49	37	15,329	29	18,001
Elizabethtown.....	45	588	13,812	236	37	31	11,627	14	14,002
Oswego.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Remainder of County.....	15	(0)	(0)	(0)	(0)	4	(0)	11	(0)
Monroe County.....	17	186	3,684	69	14	9	2,971	8	2,938
Montgomery County.....	4	16	(2)	21	3	***	***	4	1,010
Nevada County.....	8	118	2,173	51	4	4	2,064	4	696
Newton County.....	***	***	***	***	***	***	***	***	***
Ouachita County.....	33	587	11,955	201	22	24	8,504	9	3,090
Camden.....	30	538	11,067	175	20	21	7,238	9	3,090
Remainder of County.....	3	49	889	26	2	3	1,264	***	***
Perry County.....	4	(0)	(0)	(0)	(0)	2	(0)	2	(0)
Phillips County.....	43	865	17,545	283	35	23	14,271	20	18,918
Helena.....	28	710	13,567	235	22	20	13,440	8	11,569
West Helena.....	8	96	1,910	34	6	3	831	5	3,022
Remainder of County.....	7	57	2,068	14	7	***	***	7	4,327
Pike County.....	7	90	1,866	39	8	4	1,005	3	508
Poinsett County.....	20	155	2,601	58	10	8	1,196	12	2,289
Polk County.....	16	89	1,565	33	10	8	1,707	8	916
Pope County.....	27	308	5,144	123	15	13	4,874	14	3,461
Russellville.....	23	(0)	(0)	(0)	(0)	10	(0)	13	(0)
Remainder of County.....	4	(0)	(0)	(0)	(0)	3	(0)	1	(0)
Prairie County.....	9	58	1,364	23	5	4	1,152	5	554
Pulaski County.....	385	20,677	366,126	4,888	207	270	179,315	115	169,230
Little Rock.....	312	18,844	328,956	4,355	135	215	160,956	97	146,610
North Little Rock.....	42	(0)	(0)	(0)	(0)	46	(0)	16	(0)
Remainder of County.....	11	(0)	(0)	(0)	(0)	9	(0)	2	(0)
Randolph County.....	13	85	1,450	50	3	6	1,195	7	1,886
St. Francis County.....	29	349	6,829	149	25	16	8,359	13	2,749
Forrest City.....	19	223	6,147	100	12	11	6,181	8	1,973
Remainder of County.....	10	126	682	49	13	5	2,169	5	776
Saline County.....	13	66	1,679	21	8	6	407	7	1,621
Benton.....	12	(0)	(0)	(0)	(0)	5	(0)	7	(0)
Remainder of County.....	1	(0)	(0)	(0)	(0)	1	(0)	***	***
Scott County.....	7	21	1,087	18	10	***	***	7	861
Searcy County.....	7	(0)	(0)	(0)	(0)	2	(0)	5	(0)
Sebastian County.....	140	5,972	124,455	1,661	19	113	51,276	37	32,301
Fort Smith.....	105	(0)	(0)	(0)	(0)	110	(0)	35	(0)
Remainder of County.....	5	(0)	(0)	(0)	(0)	3	(0)	2	(0)
Sevier County.....	15	133	4,194	76	11	8	1,927	7	2,114
Sharp County.....	2	(0)	(0)	(0)	(0)	***	***	2	(0)
Stone County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)

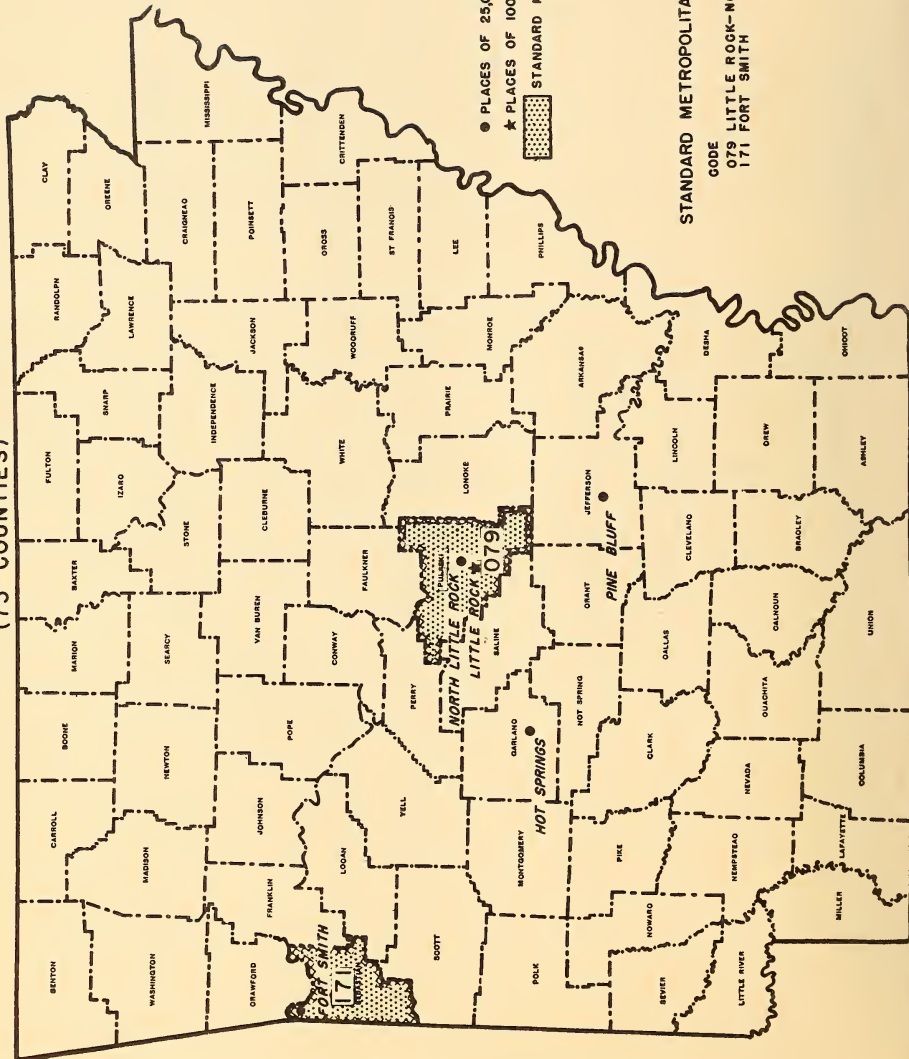
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than 500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Union County.....	78	1,657	31,147	505	58	38	18,998	20	28,339
El Dorado.....	64	(D)	(D)	(D)	(D)	49	(D)	15	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Van Buren County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Washington County.....	74	1,121	25,205	520	74	47	20,408	27	15,760
Fayetteville.....	37	459	9,769	178	30	24	6,215	13	4,556
Springdale.....	26	643	13,466	257	27	17	12,664	9	7,620
Remainder of County.....	11	106	1,970	85	17	6	1,509	5	3,584
White County.....	23	336	6,265	132	24	12	3,718	11	3,798
Sealey.....	17	301	5,653	111	19	9	3,675	8	3,276
Remainder of County.....	6	35	707	21	5	3	243	3	482
Woodruff County.....	8	24	518	13	10	***	***	8	1,486
Yell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

ARKANSAS (75 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

■ STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

079 LITTLE ROCK-NORTH LITTLE ROCK

171 FORT SMITH

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-5

CALIFORNIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
California, total.....1954.....1949.....	19,869 15,809	1,033,037 684,183	21,536,660 13,561,490	231,055 202,895	13,637 11,166	13,827 9,958	8,332,647 5,374,355	6,042 5,811	10,229,153 6,773,601	
Alameda County.....	1,103	67,087	1,430,590	14,533	794	846	530,711	257	4	623,153
Alameda.....	21	(D)	(D)	(D)	(D)	17	(D)	1	(D)	
Albany.....	8	395	8,251	100	2	8	2,764	***	***	
Alhambra.....	93	4,813	97,148	96	54	66	28,143	27	32,306	
Hayward.....	32	1,212	22,916	264	24	25	8,904	7	4,417	
Livermore.....	7	168	3,796	40	5	6	1,057	3	769	
Oakland.....	773	46,652	978,175	10,140	541	612	359,674	167	463,592	
Fremont.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
San Leandro.....	52	3,845	109,797	806	24	34	27,115	18	22,021	
Remainder of County.....	115	(D)	(D)	(D)	(D)	79	(D)	36	(D)	
Alpine County.....	***	***	***	***	***	***	***	***	***	
Amador County.....	11	121	2,094	31	9	6	868	5	1,242	
Butte County.....	90	2,115	52,848	689	64	51	14,484	39	16,222	
Chico.....	40	1,061	25,231	268	27	29	6,780	11	4,668	
Oroville.....	15	302	18,205	150	6	6	930	9	4,003	
Remainder of County.....	35	752	17,412	271	26	16	6,754	19	7,451	
Calaveras County.....	10	184	3,584	51	15	5	1,044	5	1,404	
Colusa County.....	24	187	3,804	62	20	7	356	17	8,083	
Contra Costa County.....	159	6,278	128,310	1,382	110	117	35,538	42	66,997	
Antioch.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)	
Concord.....	15	402	8,099	95	4	2	1,565	2	2,996	
El Cerrito.....	11	(D)	(D)	(D)	(D)	2	(D)	2	(D)	
Marina.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)	
Pittsburg.....	17	(D)	(D)	(D)	(D)	16	(D)	(D)	(D)	
Richmond.....	42	3,159	63,985	667	15	34	14,164	8	48,709	
San Pablo.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Remainder of County.....	62	1,615	34,424	392	54	42	9,089	20	11,816	
Del Norte County.....	22	206	4,510	47	21	14	1,960	8	2,619	
El Dorado County.....	24	853	9,929	100	23	11	6,378	13	3,951	
Fresno County.....	533	24,609	493,943	6,694	370	326	249,790	207	200,419	
Coalinga.....	126	118	2,481	42	7	8	759	8	1,825	
Fresno.....	351	17,845	366,938	4,607	219	247	179,880	104	153,707	
Sanger.....	16	760	9,547	194	9	4	697	12	6,133	
Salinas.....	6	183	2,419	178	5	5	484	3	359	
Remainder of County.....	144	5,703	112,358	1,683	130	64	72,040	80	38,195	
Glenn County.....	33	398	10,866	152	32	13	1,730	20	6,497	
Humboldt County.....	126	4,348	94,819	1,121	103	90	47,673	36	27,248	
Eureka.....	73	6,319	63,114	699	62	62	34,400	19	9,723	
Remainder of County.....	51	1,469	31,503	422	47	28	9,723	23	17,525	
Imperial County.....	130	74,444	124,896	1,937	106	69	48,183	61	49,631	
Bradley.....	23	752	13,451	133	17	7	4,632	16	18,276	
Calisto.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)	
El Centro.....	59	34,512	62,068	1,407	45	32	24,752	27	17,943	
Remainder of County.....	36	(D)	(D)	(D)	(D)	20	(D)	16	(D)	
Inyo County.....	22	237	6,436	64	22	11	2,034	11	4,414	
Kern County.....	345	11,586	249,187	2,782	213	239	119,252	106	123,480	
Bakersfield.....	211	8,061	179,836	1,917	116	159	91,112	42	35,242	
Delano.....	17	394	4,508	62	14	6	1,260	11	4,306	
Wasco.....	10	15	1,486	25	9	3	311	3	3,757	
Remainder of County.....	107	3,038	63,017	778	74	61	26,569	46	79,781	
Kings County.....	62	803	15,818	219	53	37	10,743	25	9,786	
Hanford.....	21	369	7,245	98	17	13	2,602	8	3,173	
Remainder of County.....	41	434	8,573	121	36	24	8,141	17	6,613	
Lake County.....	21	560	3,805	61	20	7	886	14	6,529	
Lassen County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)	
Susanville.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)	
Remainder of County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)	
Los Angeles County.....	8,861	505,133	10,728,739	107,520	5,863	6,687	4,094,225	2,174	9,902,923	
Burbank.....	91	2,086	36,059	528	48	51	946	16	18,418	
Arcadia.....	18	337	8,456	85	14	15	6,504	3	1,472	
Amus.....	10	347	6,850	75	4	7	4,499	3	3,733	
Bel.....	34	(D)	(D)	(D)	(D)	30	(D)	3	(D)	
Beverly Hills.....	108	4,056	92,807	714	99	90	54,964	18	17,496	
Burbank.....	145	7,595	147,052	1,500	99	127	43,294	18	18,916	
Claremont.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)	
Compton.....	49	21,194	44,176	463	33	44	19,344	5	8,971	
Corina.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Glendale.....	85	4,580	95,225	914	51	7	48,299	14	10,866	
El Monte.....	38	12,446	25,863	291	33	30	8,896	8	7,236	
El Segundo.....	16	1,413	28,900	275	10	7	3,481	6	66,531	
Garden.....	33	1,295	28,334	247	26	30	9,010	3	1,792	
Glendale.....	155	6,704	165,085	1,498	101	124	41,419	31	40,421	
Glendale.....	4	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Hawthorne.....	27	861	21,905	216	21	22	6,762	5	4,447	
Hermosa Beach.....	6	260	5,490	63	3	6	3,012	***	***	
Huntington Park.....	82	21,953	63,371	621	52	65	27,658	17	12,691	
Inglewood.....	63	1,887	37,221	394	45	55	21,173	8	5,133	

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Los Angeles County—Con.									
La Verne.....	4	929	8,425	235	***	***	***	4	6,199
Long Beach.....	357	17,270	363,456	3,682	214	352	168,962	55	65,508
Los Angeles.....	5,925	344,382	7,282,638	73,414	3,908	4,282	2,545,666	1,643	4,007,561
Lynwood.....	4	1,699	40,096	391	32	42	10,804	6	16,579
Manhattan Beach.....	4	24	5	4	5	4	5	***	***
Maywood.....	29	1,744	36,628	355	14	20	4,413	30	30,336
Monrovia.....	26	877	20,660	191	9	21	9,693	5	4,992
Montebello.....	(29)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Monterey Park.....	10	306	6,279	77	9	6	1,277	4	2,715
Pasadena.....	185	7,612	167,472	1,964	127	142	71,090	43	67,967
Pomona.....	2,271	53,456	1,137,377	539	36	40	10,937	17	14,143
Redondo Beach.....	12	186	3,548	40	11	12	3,185	***	***
San Fernando.....	20	787	16,147	201	13	15	6,931	5	6,739
San Gabriel.....	39	813	15,419	288	39	42	9,253	7	3,531
San Marino.....	8	(D)	(D)	(D)	(D)	(D)	(D)	6	(D)
Santa Monica.....	93	3,575	75,236	752	71	77	30,821	16	17,530
Sierra Madre.....	4	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
South Gate.....	73	2,877	68,609	570	55	65	29,954	8	3,755
South Pasadena.....	10	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
Torrance.....	22	674	14,450	156	17	18	5,311	1	2,635
West Covina.....	4	(D)	(D)	(D)	(D)	(D)	(D)	2	(D)
Whittier.....	37	1,299	29,718	331	21	28	10,675	9	13,235
Remainder of County.....	918	75,507	1,617,716	15,352	620	748	841,596	170	379,935
Madera County.....	37	486	10,915	148	30	15	1,781	22	9,602
Melrose.....	24	275	6,550	81	20	12	1,596	12	5,754
Remainder of County.....	13	211	4,265	67	10	3	185	10	3,848
Marin County.....	79	1,719	36,298	406	60	59	16,481	20	12,739
Mill Valley.....	5	(D)	(D)	(D)	(D)	(D)	(D)	2	(D)
San Anselmo.....	3	20	(D)	5	3	3	156	***	***
San Rafael.....	53	1,435	28,750	327	40	41	12,557	12	7,035
Remainder of County.....	18	(D)	(D)	(D)	(D)	(D)	(D)	6	(D)
Mariposa County.....	3	(D)	(D)	(D)	(D)	(D)	(D)	2	(D)
Mendocino County.....	82	1,217	24,870	312	53	45	12,577	37	14,285
Ukiah.....	34	947	6,350	67	16	13	2,571	13	7,988
Remainder of County.....	56	870	18,520	245	37	32	10,006	24	6,398
Merced County.....	91	2,389	45,135	605	85	44	10,698	47	24,746
Merced.....	31	759	19,894	182	36	19	5,159	12	4,640
Remainder of County.....	60	1,630	25,241	423	49	25	5,539	35	20,106
Modoc County.....	14	102	1,896	24	9	4	431	10	2,585
Mono County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Monterey County.....	207	12,728	276,323	4,358	156	116	58,717	91	66,011
Monterey.....	40	1,747	28,634	376	33	33	9,495	7	3,619
Pacific Grove.....	2	(D)	(D)	(D)	(D)	(D)	(D)	***	***
Salinas.....	96	6,148	149,950	2,458	70	48	28,678	48	45,529
Remainder of County.....	69	(D)	(D)	(D)	(D)	(D)	(D)	36	(D)
Napa County.....	40	739	13,082	156	32	25	6,920	15	7,375
Napa.....	18	591	5,799	77	16	13	4,644	5	2,213
Remainder of County.....	22	348	7,283	79	16	12	2,276	10	5,162
Nevada County.....	31	355	8,349	117	23	18	3,721	13	3,179
Grass Valley.....	8	81	1,742	20	5	5	856	3	1,148
Remainder of County.....	23	274	6,607	97	18	13	2,865	10	2,031
Orange County.....	331	14,249	263,215	3,442	223	234	90,808	97	92,670
Anaheim.....	21	2,005	36,369	411	31	31	21,253	13	16,128
Fullerton.....	21	875	10,237	115	13	15	2,610	6	3,693
Huntington Beach.....	5	55	1,117	12	5	5	796	***	***
Laguna Beach.....	7	(D)	(D)	(D)	(D)	(D)	(D)	6	(D)
La Habra.....	8	415	4,770	142	8	3	135	5	1,318
Newport Beach.....	20	263	5,633	70	17	17	2,214	7	1,276
Orange.....	21	1,151	19,527	372	17	14	4,868	7	22,767
Ontario.....	166	4,626	110,037	1,012	62	85	36,012	21	15,927
Remainder of County.....	59	(D)	(D)	(D)	(D)	(D)	(D)	41	(D)
Placer County.....	53	985	20,970	240	39	23	12,205	30	13,589
Roseville.....	7	318	10,012	118	4	4	1,616	3	4,059
Remainder of County.....	46	667	10,958	122	35	19	10,591	27	9,530
Plumas County.....	20	204	2,328	38	21	6	1,446	14	2,080
Riverside County.....	251	10,138	201,417	2,750	209	148	87,855	103	76,511
Banning.....	14	419	10,489	122	11	11	4,411	3	4,059
Corona.....	12	528	8,619	158	12	5	792	7	9,047
Imperial.....	20	986	23,020	378	11	12	4,804	8	5,111
Indio.....	(9)	(D)	(D)	(D)	(D)	(D)	(D)	8	(D)
Palm Springs.....	82	5,067	95,399	1,093	66	52	63,794	30	38,533
Riverside.....	114	(D)	(D)	(D)	(D)	(D)	(D)	54	(D)
Remainder of County.....	59	(D)	(D)	(D)	(D)	(D)	(D)	41	(D)
Sacramento County.....	440	21,840	547,407	5,908	293	330	241,174	110	104,864
North Sacramento.....	23	785	16,958	253	13	18	5,268	5	5,485
Sacramento.....	338	19,716	450,280	4,703	257	277	179,576	81	87,190
Remainder of County.....	79	4,310	80,169	1,001	68	55	56,332	24	12,189
San Benito County.....	20	203	4,876	139	19	6	930	14	2,960
San Bernardino County.....	392	15,709	305,552	3,747	300	269	109,285	123	103,697
Barstow.....	16	272	5,483	72	10	12	6	1,199	6
Chino.....	8	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
San Bernardino County—Con.									
Colton.....	24	746	16,810	166	17	19	8,937	5	1,695
Ontario.....	43	563	12,681	170	43	34	9,749	9	10,556
Redlands.....	36	1,631	28,887	380	19	15	3,289	21	31,943
San Bernardino.....	142	7,160	159,188	1,635	100	117	61,615	25	23,885
Upland.....	11	1,628	25,775	246	7	5	1,175	5	11,875
Remainder of County.....	112	(D)	(D)	(D)	62	50	(D)	50	(D)
San Diego County.....	683	29,684	601,216	7,076	474	523	266,874	160	145,071
Chula Vista.....	10	695	12,685	292	5	6	2,566	4	2,411
Coronado.....	54	1,216	19	2	3	5	484	..	..
El Cajon.....	7	(D)	(D)	(D)	5	(D)	(D)	..	..
Escondido.....	26	668	19,586	212	19	12	2,579	14	8,414
La Mesa.....	13	231	48,820	19	7	10	2,848	3	2,418
National City.....	15	1,251	26,212	346	6	24	34,232	3	1,889
Oceanside.....	26	487	10,035	135	21	16	3,700	10	4,887
San Diego.....	503	24,242	593,566	340	411	212,191	92	113,092	(D)
Remainder of County.....	80	(D)	(D)	(D)	(D)	48	(D)	32	(D)
San Francisco County (coextensive with San Francisco city).....	2,988	196,056	4,071,094	39,900	1,934	1,875	1,739,218	1,113	2,656,395
San Joaquin County.....	324	12,771	255,290	3,121	247	199	113,511	125	121,944
Lodi.....	29	1,536	26,319	388	16	14	4,777	15	12,683
Stockton.....	213	8,529	171,789	1,970	159	146	88,248	67	72,343
Tracy.....	9	217	44,899	51	7	5	1,708	4	1,785
Remainder of County.....	73	2,689	52,283	712	65	34	18,785	39	34,930
San Luis Obispo County.....	73	1,913	47,866	565	37	42	12,993	31	15,421
El Paso de Robles.....	13	284	61,500	95	5	4	1,519	9	3,707
San Luis Obispo.....	31	662	21,613	200	13	22	8,335	9	4,559
Remainder of County.....	29	787	19,553	270	19	16	3,139	13	7,133
San Mateo County.....	271	10,079	202,438	2,160	204	189	67,787	82	111,347
Belmont.....	9	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Burlingame.....	3	597	12,687	130	17	22	4,127	8	5,776
Daly City.....	6	(D)	(D)	(D)	5	(D)	(D)	1	(D)
Hillsborough.....	..	..	..	..	..	..	..	..	..
Menlo Park.....	9	748	14,217	150	6	6	1,903	3	3,745
Millbrae.....	2	(D)	(D)	(D)	(D)	2	(D)	..	..
Redwood City.....	51	2,164	47,522	490	46	38	14,305	13	16,455
San Bruno.....	1	(D)	(D)	(D)	(D)	1	(D)	..	..
San Carlos.....	29	373	7,809	81	23	23	4,427	6	4,599
San Mateo.....	44	2,071	34,661	379	34	25	9,416	19	30,339
South San Francisco.....	39	2,333	50,510	490	25	24	20,148	15	31,089
Remainder of County.....	44	1,108	22,162	272	34	29	9,762	15	16,677
Santa Barbara County.....	199	8,441	149,796	2,892	127	118	43,545	81	49,832
Lompoc.....	11	68	1,309	22	9	5	589	6	807
Santa Barbara.....	93	3,485	65,888	1,030	55	67	31,620	26	19,414
Santa Maria.....	40	1,529	30,216	515	28	12	5,333	21	12,567
Remainder of County.....	55	3,359	52,386	1,325	35	26	6,003	29	17,044
Santa Clara County.....	430	16,802	34,347	4,048	323	329	136,023	101	139,632
Mountain View.....	12	1,208	19,338	210	9	9	5,496	3	3,685
Palo Alto.....	13	1,840	34,515	377	23	33	8,406	10	8,422
San Jose.....	253	10,496	212,935	2,580	197	198	98,164	55	80,007
San Jose.....	33	1,433	31,453	333	19	27	11,413	6	3,488
San Jose.....	7	(D)	(D)	(D)	4	(D)	(D)	3	(D)
Remainder of County.....	82	(D)	(D)	(D)	(D)	58	(D)	24	(D)
Santa Cruz County.....	99	2,449	40,825	599	73	59	17,189	40	16,306
Santa Cruz.....	37	683	14,714	179	27	26	6,093	11	5,423
Watsonville.....	32	887	15,623	267	21	19	5,693	13	5,403
Remainder of County.....	30	879	10,289	153	25	14	4,403	16	5,670
Shasta County.....	72	1,893	42,944	483	50	50	25,623	22	10,520
Redding.....	48	1,382	27,953	298	32	42	23,026	6	5,612
Remainder of County.....	24	511	14,991	185	18	8	2,597	16	4,908
Sierra County.....	1	(D)	(D)	(D)	(D)	..	..	..	(D)
Siskiyou County.....	43	724	11,690	301	36	16	5,716	27	7,925
Solano County.....	89	2,113	35,697	472	69	55	14,046	34	22,409
Berkeley.....	2	(D)	(D)	(D)	(D)	2	(D)	..	..
Fairfield.....	2	(D)	(D)	(D)	(D)	2	(D)	..	..
Vallejo.....	11	1,111	20,170	237	28	28	7,652	10	8,216
Remainder of County.....	47	(D)	(D)	(D)	(D)	23	(D)	24	(D)
Sonoma County.....	208	4,690	88,704	1,248	139	139	38,811	69	32,347
Petaluma.....	34	486	9,121	125	31	25	4,631	9	4,117
Santa Rosa.....	74	2,015	41,857	645	64	52	20,570	22	7,813
Remainder of County.....	100	2,189	37,526	658	89	62	13,611	38	20,417
Stanislaus County.....	155	4,777	94,665	1,614	139	96	42,313	59	31,683
Modesto.....	73	2,444	52,533	682	56	52	28,015	21	9,935
Turlock.....	17	806	16,189	183	18	12	2,044	5	7,344
Remainder of County.....	65	1,542	31,743	549	65	32	12,254	33	14,939
Sutter County.....	32	852	19,337	300	23	10	1,568	22	11,442
Yuba City.....	19	643	14,298	179	11	7	1,081	12	6,676
Remainder of County.....	13	209	5,039	121	12	3	4,87	10	4,756
Tehama County.....	24	398	8,935	103	23	13	3,939	15	3,941
Trinity County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Tulare County.....	215	6,928	156,265	2,806	151	96	30,865	119	26,114
Lindsay.....	19	931	32,545	677	8	6	2,372	13	5,058
Porterville.....	22	700	18,434	341	12	13	3,595	9	14,660
Tulare.....	30	888	17,597	215	20	18	4,761	12	8,411
Visalia.....	36	970	18,142	222	29	26	7,745	10	7,623
Remainder of County.....	108	3,439	69,547	1,351	82	33	12,392	75	59,472
Tuolumne County.....	15	179	3,475	50	11	8	882	7	1,684
Ventura County.....	166	9,987	175,402	3,048	91	88	31,527	78	92,549
Ormsby.....	22	3,185	43,320	672	7	10	4,483	12	21,374
Port Buena Vista.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
San Buenaventura.....	67	2,066	47,629	472	33	44	17,871	23	10,460
Santa Paula.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Remainder of County.....	64	(D)	(D)	(D)	(D)	32	(D)	32	(D)
Yolo County.....	60	1,526	31,054	332	55	25	7,476	35	55,805
Woodland.....	22	281	5,283	61	24	9	2,569	13	14,790
Remainder of County.....	38	1,245	25,771	271	31	16	4,907	22	41,015
Yuba County.....	29	1,289	24,991	266	23	15	9,197	14	8,634
Marysville.....	24	(D)	(D)	(D)	(D)	12	(D)	12	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

CALIFORNIA



1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-6

COLORADO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)		(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Colorado, total.....1954..	2,894	100,325	2,102,658	25,527	14,919	1,544	831,931	1,350	1,378,487
.....1948..	2,423	74,860	1,438,475	25,370	1,534	1,157	620,621	1,266	981,205
Adams County.....	52	14,477	324,897	379	34	24	4,338	28	11,840
Aurora (part).....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	45	(D)	(D)	(D)	(D)	19	(D)	26	(D)
Alamosa County.....	32	327	71,343	140	27	18	2,184	14	2,297
Alamosa.....	28	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Archuleta County.....	44	14,249	284,688	406	26	27	10,444	17	3,176
Aurora (part).....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Englewood.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	11	(D)	15	(D)
Archuleta County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Baca County.....	25	143	24,762	52	10	3	504	22	2,184
Bent County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Boulder County.....	57	732	17,020	274	50	36	7,002	21	6,497
Boulder.....	24	320	6,654	102	17	20	3,496	4	1,421
Longmont.....	23	272	6,812	115	21	10	949	13	4,405
Remainder of County.....	10	140	3,554	57	12	6	2,457	4	731
Chaffee County.....	13	107	2,169	63	8	4	460	9	5,526
Cheyenne County.....	10	68	2,194	18	4	...	...	10	1,251
Clear Creek County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Comanche County.....	8	72	14,404	22	4	3	281	5	786
Costilla County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Crowley County.....	6	74	1,514	23	2	...	...	6	1,259
Custer County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Delta County.....	28	421	7,617	199	24	9	1,643	19	7,109
Denver County (coextensive with Denver city).....	1,418	74,844	1,560,053	17,379	846	880	611,765	538	1,057,301
Dolores County.....	5	39	725	14	4	...	...	5	1,500
Douglas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Eagle County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Elbert County.....	10	18	(2)	11	8	...	...	10	1,052
El Paso County.....	126	2,940	57,684	824	89	88	31,174	38	17,494
Colorado Springs.....	112	2,482	55,697	786	77	83	30,384	29	13,780
Remainder of County.....	14	111	1,987	38	12	5	790	9	4,212
Fronton County.....	21	210	3,897	72	23	16	4,840	5	811
Osage City.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Garfield County.....	22	118	2,387	65	23	5	1,156	17	2,390
Gilpin County.....	...	...	...	...	...	...	...	...	...
Grand County.....	6	18	(2)	5	6	...	...	6	935
Gunnison County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Hinsdale County.....	...	...	...	...	...	...	...	...	...
Huerfano County.....	11	144	3,605	46	14	6	1,145	5	1,247
Walsenburg.....	11	144	3,605	46	14	6	1,145	5	1,247
Remainder of County.....	...	...	...	...	...	...	...	...	...
Jackson County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Jefferson County.....	42	719	15,424	197	35	27	6,598	15	3,124
Golden.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	27	(D)	14	(D)
Kiowa County.....	16	82	1,660	27	6	...	...	16	1,258
Kit Carson County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Lake County.....	6	84	1,764	28	6	3	1,039	3	1,056
La Plata County.....	33	638	13,570	203	14	22	4,888	11	4,650
Durango.....	26	(D)	(D)	(D)	(D)	20	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Larimer County.....	62	1,389	27,305	289	50	28	4,642	36	12,701
Fort Collins.....	25	307	6,753	102	24	13	3,449	12	4,484
Loveland.....	14	124	2,669	37	10	9	632	9	2,131
Remainder of County.....	23	958	37,883	250	16	8	601	15	6,086

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

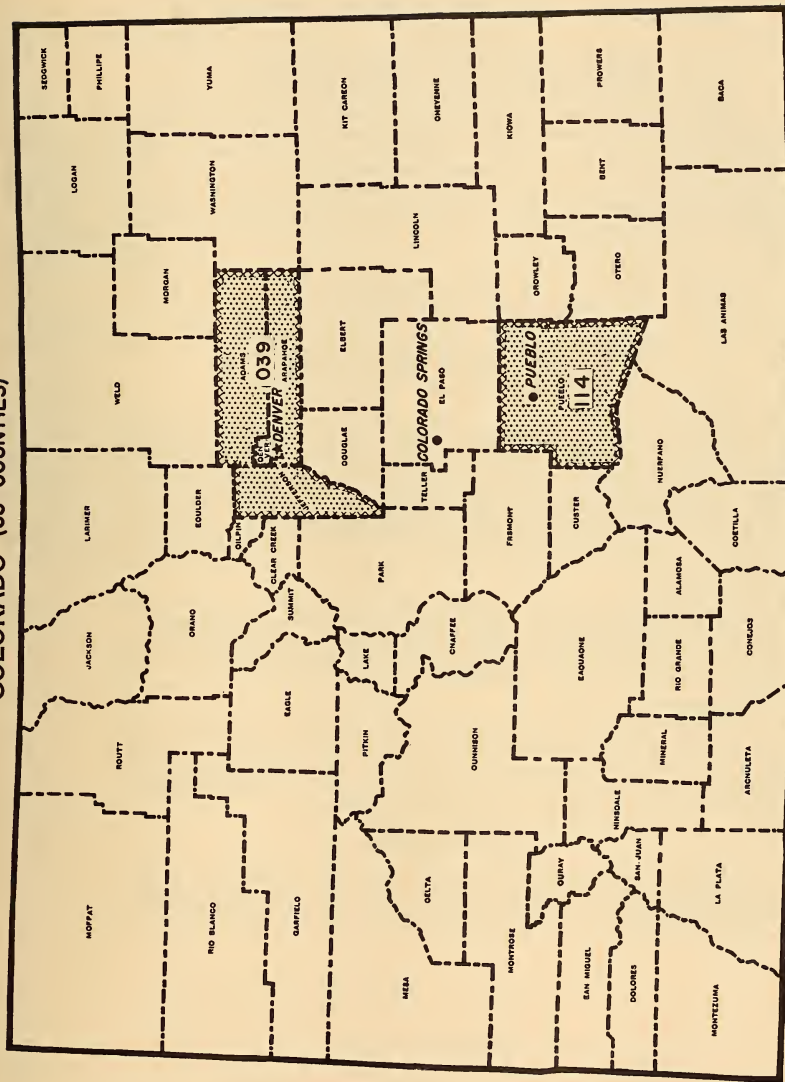
¹Aurora is in Adams and Arapahoe counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)				
	(Number)	(\$1,000)			(Number)	(\$1,000)	(Number)	(\$1,000)
Las Animas County.....	30	282	51,214	105	29	41,320	9	11,232
Trinidad.....	27	(D)	(D)	(D)	19	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	2	(D)	1	(D)
Lincoln County.....	17	116	21,065	58	12	320	14	5,386
Logan County.....	55	11,224	261,777	242	35	101,588	36	221,576
Sterling.....	35	950	211,060	252	16	91,562	19	141,623
Remainder of County.....	20	286	51,711	90	19	11,026	17	71,953
Mesa County.....	77	21,226	461,256	621	67	191,061	28	141,284
Grand Junction.....	65	(D)	(D)	(D)	47	(D)	18	(D)
Remainder of County.....	12	(D)	(D)	(D)	2	(D)	10	(D)
Mineral County.....	***	***	***	***	***	***	***	***
Moffat County.....	22	244	51,745	77	15	31,330	9	21,630
Montezuma County.....	18	108	41,099	65	16	11,065	12	41,532
Montrose County.....	21	285	41,476	107	16	31,616	11	51,214
Morgan County.....	42	870	171,267	270	22	141,856	28	151,949
Fort Morgan.....	25	(D)	(D)	(D)	10	(D)	15	(D)
Remainder of County.....	17	(D)	(D)	(D)	4	(D)	13	(D)
Otero County.....	59	743	151,732	279	39	71,095	39	231,620
La Junta.....	26	320	61,340	114	20	51,271	14	61,170
Remainder of County.....	33	423	91,392	165	19	11,824	25	171,450
Oursay County.....	1	(D)	(D)	(D)	1	(D)	***	***
Park County.....	3	(D)	(D)	(D)	***	***	3	(D)
Phillips County.....	21	(D)	(D)	(D)	1	(D)	20	(D)
Pitkin County.....	***	***	***	***	***	***	***	***
Prowers County.....	34	304	51,998	108	24	21,256	20	61,462
Lamar.....	22	(D)	(D)	(D)	13	(D)	9	(D)
Remainder of County.....	12	(D)	(D)	(D)	1	(D)	11	(D)
Pueblo County.....	126	31,998	781,436	1,142	94	481,906	36	201,850
Pueblo.....	119	31,666	711,924	954	86	471,535	33	191,687
Remainder of County.....	7	332	61,514	88	7	11,371	3	963
Rio Blanco County.....	9	41	11,029	22	9	432	5	466
Rio Grande County.....	22	432	81,518	198	16	663	16	51,383
Routt County.....	13	(D)	(D)	(D)	2	(D)	11	(D)
Saguache County.....	8	116	21,900	110	6	759	5	11,089
San Juan County.....	2	(D)	(D)	(D)	***	***	2	(D)
San Miguel County.....	3	10	(Z)	3	3	***	3	467
Sedgwick County.....	9	(D)	(D)	(D)	1	(D)	8	(D)
Summit County.....	1	(D)	(D)	(D)	***	***	1	(D)
Teller County.....	5	(D)	(D)	(D)	2	(D)	3	(D)
Washington County.....	17	149	21,145	36	11	***	17	51,195
Weld County.....	131	21,085	381,663	717	94	521,316	79	381,987
Greeley.....	53	11,066	211,026	354	43	91,956	16	101,917
Remainder of County.....	78	11,017	171,636	363	51	31,080	63	241,070
Yuma County.....	27	(D)	(D)	(D)	1	(D)	26	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.


COLORADO (63 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE
039 DENVER
114 PUEBLO

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
-  STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade <input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Central Business District Bulletins <input type="checkbox"/> Census Volumes	Wholesale Trade <input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes <input type="checkbox"/> Public Merchandise Warehouses <input type="checkbox"/> 1954 Census of Business—Puerto Rico	Selected Service Trades <input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes
---	--	--

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18363

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-R-1-7

CONNECTICUT

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

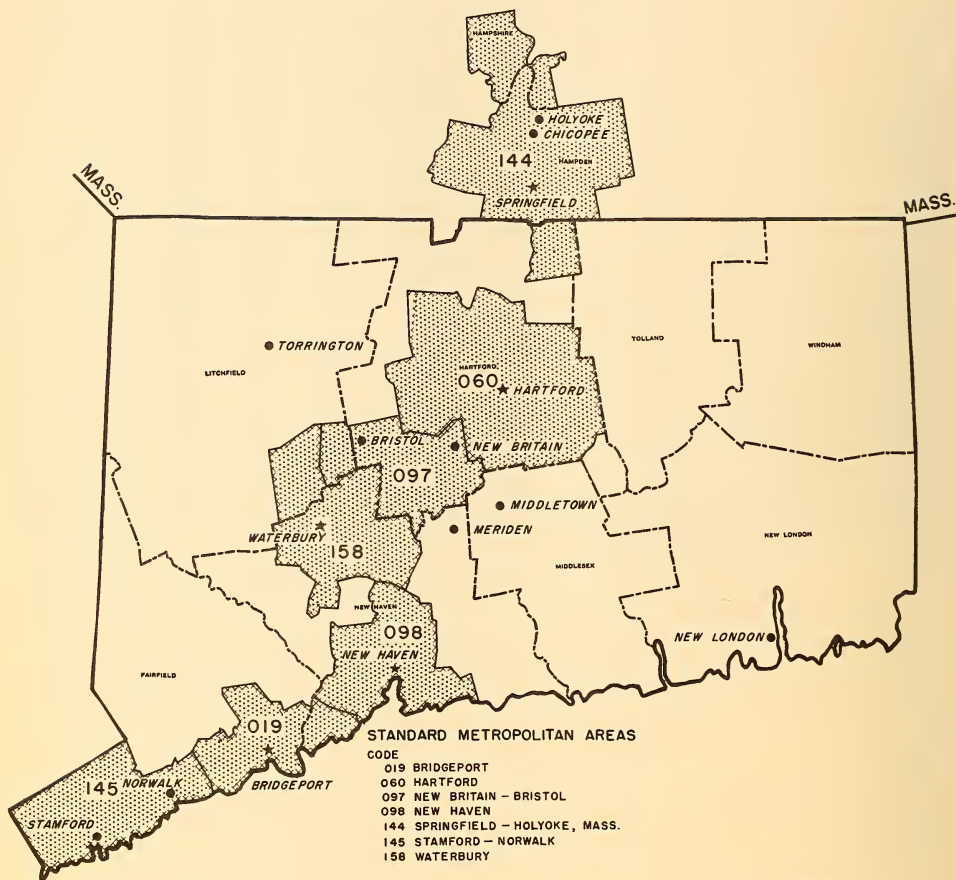
3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
Connecticut, total.....1954..	2,909	140,681	2,679,352	31,807	1,366	2,237	1,152,108	652	983,003	
.....1948..	2,151	86,122	1,619,260	25,969	988	1,636	763,455	515	573,342	
Fairfield County.....	747	36,383	689,417	7,717	325	595	298,669	152	188,650	
Bridgeport.....	319	18,566	360,018	3,984	132	260	161,223	59	87,897	
Danbury.....	54	1,692	32,459	359	32	47	16,679	7	10,197	
Moravia.....	56	1,922	36,798	434	20	52	17,332	6	11,091	
Shelton.....	9	157	2,549	35	6	6	1,236	3	1,258	
Stamford.....	144	7,762	142,060	1,648	74	112	68,729	32	28,652	
Remainder of County.....	163	6,261	119,553	1,457	61	118	33,870	45	49,375	
Hartford County.....	892	49,986	929,199	11,056	408	668	372,888	226	324,990	
Bristol.....	22	406	7,614	104	17	17	2,021	5	2,890	
Hartford.....	542	34,248	649,670	7,890	234	406	246,957	136	221,621	
New Britain.....	37	1,786	30,723	410	32	53	20,079	4	3,186	
Remainder of County.....	273	13,544	241,192	2,652	125	192	103,757	81	96,492	
Litchfield County.....	78	1,946	36,329	583	39	37	17,447	21	14,004	
Torrington.....	42	1,077	18,978	301	21	25	13,386	7	6,662	
Winsted.....	7	(D)	(D)	(D)	(D)	9	(D)	12	(D)	
Remainder of County.....	29	(D)	(D)	(D)	(D)	17	(D)	12	(D)	
Middlesex County.....	64	2,494	47,323	695	36	49	11,609	15	18,237	
Middletown.....	28	794	14,439	183	12	23	5,094	5	2,893	
Remainder of County.....	36	1,610	32,884	512	24	26	6,515	10	11,444	
New Haven County.....	802	41,241	810,224	9,577	446	704	383,430	178	376,711	
Ansonia.....	18	(D)	(D)	(D)	(D)	16	(D)	2	(D)	
Durham.....	18	425	7,888	112	4	11	4,592	3	2,187	
Meriden.....	35	1,076	20,973	245	20	29	7,752	6	6,946	
Houghton.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
New Haven.....	470	22,938	456,815	5,425	243	362	249,923	88	228,248	
Wallingford.....	14	537	10,602	137	9	11	7,002	3	848	
Waterbury.....	143	6,489	128,510	1,423	77	111	47,347	32	59,538	
Remainder of County.....	184	8,865	170,091	2,102	77	141	62,079	43	54,770	
New London County.....	176	6,753	127,900	1,718	86	139	56,735	37	36,023	
Groton.....	7	314	7,469	87	1	4	1,540	3	2,866	
New London.....	70	2,157	41,101	550	30	55	21,237	15	11,472	
Norwich.....	67	3,426	63,638	868	38	56	24,501	11	16,163	
Remainder of County.....	32	854	15,692	213	17	24	9,457	8	5,522	
Tolland County.....	17	258	4,809	65	6	8	1,506	9	5,187	
Rockville.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Remainder of County.....	13	(D)	(D)	(D)	(D)	5	(D)	6	(D)	
Windham County.....	51	1,710	34,151	436	20	37	9,868	14	22,501	
Patten.....	13	206	3,659	61	8	10	2,433	3	631	
Williamantic.....	23	893	17,286	401	8	17	5,012	6	15,411	
Remainder of County.....	15	611	13,206	174	6	10	2,423	5	6,659	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

CONNECTICUT (8 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18105

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-8 and 9

DELAWARE AND DISTRICT OF COLUMBIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

DELAWARE

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Delaware, total.....1954..	417	35,900	670,833	7,025	192	284	143,362	133	663,409
.....1948..	344	17,672	351,185	5,140	187	213	85,556	131	395,907
Kent County.....	62	2,088	41,388	606	29	35	16,523	27	23,025
Dover.....	23	824	16,515	219	3	14	8,867	9	5,777
Milford (part).....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	33	(D)	(D)	(D)	(D)	16	(D)	17	(D)
New Castle County.....	271	31,805	592,157	5,805	111	195	108,632	76	610,576
Elsmere.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Dover.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
New Castle.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Wilmington.....	236	26,120	469,802	4,342	95	174	99,853	62	530,560
Remainder of County.....	28	2,936	76,133	869	15	18	7,769	10	52,404
Sussex County.....	84	2,007	37,288	614	52	54	18,207	30	29,808
Milford (part).....	10	296	4,605	77	4	7	3,964	3	1,559
Remainder of County.....	74	1,711	32,683	537	48	47	14,243	27	28,209

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 Milford is in Kent and Sussex counties.

DISTRICT OF COLUMBIA

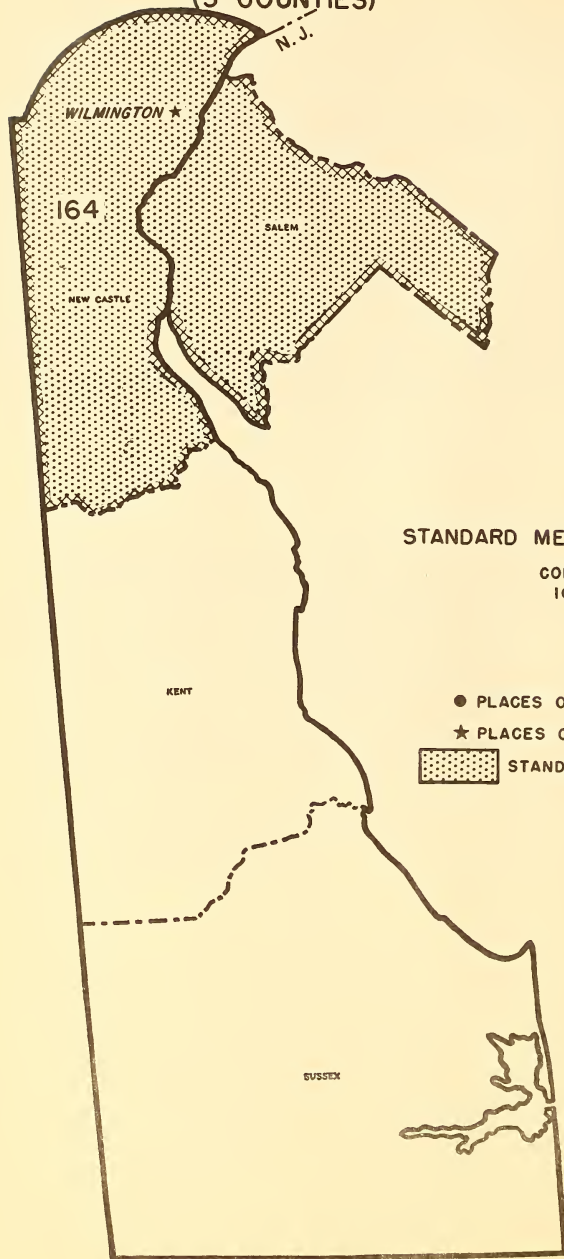
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
District of Columbia (coextensive with Washington).....1954..	1,089	76,458	1,501,662	16,661	459	760	581,513	329	836,238
.....1948..	1,021	58,923	1,130,602	16,250	478	644	467,410	377	726,146

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

DELAWARE
(3 COUNTIES)




STANDARD METROPOLITAN AREA

CODE
164 WILMINGTON

LEGEND

● PLACES OF 25,000 TO 100,000 (1950) - *NONE*

★ PLACES OF 100,000 AND OVER (1950)

 STANDARD METROPOLITAN AREA

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District
Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

(PMGC)

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-10

FLORIDA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Florida, total.....1954..	5,309	207,928	4,113,851	64,857	2,982	3,699	1,735,809	1,610	1,666,232	
1948..	3,408	119,248	2,428,063	47,417	1,876	2,098	944,628	1,310	985,608	
Alachua County.....	65	14,477	29,536	590	41	33	14,245	32	14,489	
Calhoun County.....	51	(D)	(D)	(D)	31	(D)	(D)	20	(D)	
Remainder of County.....	14	(D)	(D)	(D)	(D)	(D)	(D)	12	(D)	
Baker County.....	9	55	1,158	26	6	5	366	4	1,206	
Bay County.....	62	2,035	38,947	625	51	45	14,665	16	21,485	
Polk County.....	56	1,988	38,045	610	47	41	14,161	20	20,459	
Remainder of County.....	7	47	902	15	4	4	704	3	826	
Bradford County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)	
Brevard County.....	46	1,300	27,753	684	30	22	2,941	24	16,830	
Broward County.....	204	6,420	130,580	1,640	102	155	52,820	49	55,631	
Fort Lauderdale.....	128	3,659	79,429	972	56	112	39,328	16	18,079	
Hollywood.....	24	1,094	21,854	294	10	18	7,358	6	12,831	
Pompano Beach.....	26	308	4,361	51	19	5	1,505	21	17,561	
Remainder of County.....	26	1,159	29,236	323	17	20	4,629	6	6,960	
Albany County.....	10	83	2,104	31	9	3	913	7	1,560	
Charlotte County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)	
Citrus County.....	11	34	733	54	8	6	572	5	1,032	
Clay County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Collier County.....	23	440	15,351	294	13	10	2,073	13	2,683	
Columbia County.....	19	222	4,781	101	16	8	1,941	11	3,539	
Lake City.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)	
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Dade County.....	1,324	54,398	1,057,254	13,646	628	1,058	567,534	266	274,497	
Coral Gables.....	36	948	20,503	272	23	28	12,644	8	2,766	
Hialeah.....	38	1,422	29,446	415	15	35	14,998	3	11,603	
Miami Beach.....	1,019	34,987	845,409	10,431	574	863	463,567	190	202,405	
Miami.....	61	1,101	27,588	368	38	48	20,744	13	15,638	
Miami Shores.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
North Miami.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)	
North Miami Beach.....	20	381	6,334	86	9	15	2,393	5	2,394	
Opaloca.....	4	40	936	24	(D)	5	314	***	***	
Remainder of County.....	136	(D)	(D)	(D)	(D)	91	(D)	45	(D)	
De Soto County.....	12	507	15,675	397	8	4	491	8	3,875	
Dixie County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Duval County.....	715	40,473	791,168	10,391	350	506	534,276	209	487,962	
Jacksonville.....	661	38,422	747,383	9,777	306	466	513,437	195	476,961	
Jacksonville Beach.....	3	8	(2)	3	7	***	***	3	1,372	
Remainder of County.....	51	2,043	43,635	611	37	40	20,839	11	9,629	
Escambia County.....	127	4,704	96,025	1,390	66	93	56,970	34	25,131	
Pensacola.....	103	4,030	80,794	1,170	44	76	47,276	27	21,811	
Remainder of County.....	24	674	15,231	220	22	17	9,694	7	3,520	
Flagler County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)	
Franklin County.....	30	278	6,188	255	24	27	1,841	3	1,076	
Gadsden County.....	24	362	8,903	246	33	13	5,715	11	5,866	
Guthrie County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Chattahoochee.....	21	(D)	(D)	(D)	(D)	11	(D)	10	(D)	
Quincy.....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)	
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)	
Gilchrist County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)	
Glades County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	
Gulf County.....	6	106	2,203	66	3	3	624	3	3,352	
Hamilton County.....	7	47	817	25	14	3	805	4	1,522	
Hardee County.....	18	285	6,303	159	16	5	748	13	10,945	
Henry County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)	
Hernando County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)	
Hillsborough County.....	26	2,052	54,818	1,071	9	10	3,708	16	19,334	
Tampa.....	13	660	15,064	226	4	7	3,046	6	2,941	
Remainder of County.....	13	1,393	39,754	845	5	3	662	10	16,393	
Hillborough County.....	681	28,368	557,691	7,617	347	472	269,633	169	297,368	
Plant City.....	20	383	8,926	140	17	9	2,274	11	4,489	
Thompson.....	605	27,063	531,177	7,160	320	457	266,069	188	226,466	
Remainder of County.....	16	962	17,588	317	10	6	1,290	10	16,411	
Holmes County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)	
Indian River County.....	22	981	21,441	507	14	9	1,834	13	7,946	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (2) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year	Total		Active proprietors of unincorporated businesses, November	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)						(Number)	($1,000)	(Number)	($1,000)
Jackson County.....	35	751	16,070	390	27	19	4,711	16	10,663
Marion.....	26	550	11,339	267	19	14	3,313	12	9,087
Remainder of County.....	9	201	4,731	123	8	5	1,397	4	1,576
Jefferson County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Lafayette County.....	...	...	...	...	...	...	...	...	...
Lake County.....	72	3,368	71,118	1,950	46	23	2,877	49	25,158
Leesburg.....	27	591	18,855	430	3	11	1,837	19	7,771
Remainder of County.....	45	2,573	52,259	1,520	3	12	1,040	33	17,384
Lee County.....	65	1,815	27,652	536	59	47	12,379	18	7,229
Fort Myers.....	57	(D)	(D)	(D)	(D)	41	(D)	16	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Leon County.....	84	2,824	63,450	710	51	62	24,907	22	10,709
Tallahassee.....	76	(D)	(D)	(D)	(D)	55	(D)	21	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Levy County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Liberty County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Madison County.....	9	118	2,163	62	6	3	490	6	3,636
Manatee County.....	57	1,152	29,406	510	45	39	5,056	18	7,484
Bradenton.....	29	492	13,051	192	23	20	2,938	9	4,056
Remainder of County.....	28	660	16,355	318	22	19	2,118	9	3,428
Marion County.....	63	1,734	33,826	708	35	37	15,418	26	13,711
Ocala.....	47	1,193	22,684	339	20	31	13,239	16	10,484
Remainder of County.....	16	541	11,142	369	15	6	2,179	10	5,524
Martin County.....	8	38	732	16	7	4	263	4	1,194
Monroe County.....	33	1,173	22,534	338	19	25	11,147	8	3,561
Key West.....	26	734	13,464	185	12	21	9,856	3	2,850
Remainder of County.....	7	439	9,070	153	7	4	1,291	3	760
Nassau County.....	15	141	2,824	43	20	10	1,449	5	1,542
Ocala County.....	18	806	9,366	175	15	12	3,312	6	3,806
Crestview.....	8	71	1,294	40	8	5	600	3	1,580
Remainder of County.....	10	335	8,072	135	7	7	2,712	3	2,226
Okeechobee County.....	10	60	1,278	27	7	7	1,012	3	351
Orange County.....	307	15,706	295,184	5,435	153	223	105,497	84	69,161
Orlando.....	243	10,146	195,772	2,493	126	190	93,487	53	39,297
Winter Park.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	27	(D)	30	(D)
Osceola County.....	13	326	4,569	269	11	4	228	9	4,580
Palm Beach County.....	187	4,714	88,649	1,424	98	137	45,150	50	29,507
Belle Glade.....	11	74	1,601	27	7	7	1,984	4	2,603
Delray Beach.....	13	153	3,249	42	8	9	1,117	4	856
Lake Worth.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
West Palm Beach.....	108	3,230	58,493	889	48	85	27,865	23	14,439
Remainder of County.....	45	(D)	(D)	(D)	(D)	28	(D)	17	(D)
Pasco County.....	16	(D)	(D)	(D)	(D)	9	(D)	7	(D)
Pinellas County.....	225	5,964	113,582	1,899	126	178	46,632	47	34,783
Clearwater.....	137	891	17,593	292	10	24	4,281	9	3,988
St. Petersburg.....	150	4,139	78,854	1,207	89	126	38,622	24	24,090
Remainder of County.....	42	934	17,135	400	27	28	3,729	14	6,706
Polk County.....	213	10,545	229,901	4,874	136	127	62,505	86	95,211
Bartow.....	10	95	1,859	33	10	5	1,085	5	1,760
Haines City.....	11	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Lake Wales.....	15	65	14,795	35	8	4	1,487	7	4,048
Lakeland.....	83	2,071	39,750	624	52	61	24,196	22	12,617
Labeland.....	31	1,526	33,034	806	20	18	8,650	13	41,379
Winter Haven.....	63	(D)	(D)	(D)	(D)	29	(D)	34	(D)
Remainder of County.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Putnam County.....	32	401	8,682	191	26	14	2,097	18	5,846
Palatka.....	14	144	2,690	61	12	6	909	8	2,443
Remainder of County.....	18	257	5,792	130	14	8	1,188	10	3,423
St. Johns County.....	39	806	13,787	239	29	22	4,798	17	9,258
St. Augustine.....	27	454	9,538	155	25	18	4,101	9	3,755
Remainder of County.....	12	352	4,249	84	4	4	697	8	3,503
St. Lucie County.....	57	2,182	45,252	1,085	27	28	5,527	29	28,433
Fort Pierce.....	46	2,112	43,276	994	21	25	5,139	21	27,525
Remainder of County.....	11	170	1,976	71	6	3	388	8	1,175
Santa Rosa County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sarasota County.....	26	1,086	20,367	379	33	41	9,823	15	8,589
Sarasota.....	17	677	13,754	219	23	35	7,602	8	24,599
Remainder of County.....	13	389	6,613	160	10	6	2,221	7	1,985
Seminole County.....	42	2,481	60,701	1,741	22	18	5,118	24	19,843
Sanford.....	33	1,349	27,314	664	18	15	4,605	18	10,668
Remainder of County.....	9	1,132	33,387	1,077	4	3	513	6	9,175

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Santer County.....	6	(0)	(0)	(0)	(0)	1	(0)	5	(0)
Swannee County.....	15	200	2+965	52	14	5	678	10	8+833
Taylor County.....	14	154	3+053	61	11	8	1+338	6	1+811
Union County.....	2	(0)	(0)	(0)	(0)	***	***	2	(0)
Volusia County.....	117	2+297	43+983	834	61	77	18+686	40	11+976
Daytona Beach.....	57	1+218	22+965	347	25	42	12+642	15	5+357
De Land.....	15	212	4+188	90	10	7	1+045	8	2+860
New Smyrna Beach.....	8	152	4+522	58	5	4	321	4	1+322
Remainder of County.....	37	715	12+308	339	21	24	4+678	13	2+437
Wakulla County.....	1	(0)	(0)	(0)	(0)	***	***	1	(0)
Walton County.....	14	148	2+855	56	11	6	1+298	8	3+211
Washington County.....	10	104	2+393	55	9	6	1+013	4	1+180

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

CODE	NAME
066	JACKSONVILLE
089	MIAMI
105	ORLANDO
149	TAMPA-ST. PETERSBURG

● PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREAS

CODE	
066	JACKSONVILLE
089	MIAMI
105	ORLANDO
149	TAMPA-ST. PETERSBURG

KEY WEST—

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade	Wholesale Trade	Selected Service Trades
<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Central Business District Bulletins <input type="checkbox"/> Census Volumes	<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes	<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes
<input type="checkbox"/> Public Merchandise Warehouses <input type="checkbox"/> 1954 Census of Business—Puerto Rico		

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

January 1956

Series:PW-1-11

GEORGIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proportion of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Georgia, total.....1954..	4,488	200,574	3,901,063	54,236	2,728	2,658	1,535,708	1,830	2,958,160
.....1948..	3,586	131,194	2,507,143	43,117	2,215	1,835	1,063,207	1,751	2,084,196
Appling County.....	8	56	1,084	34	8	3	676	5	3,243
Atkinson County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Bacon County.....	8	140	2,979	62	9	5	3,336	3	1,181
Baker County.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Baldwin County.....	13	153	3,138	63	15	7	2,496	6	1,866
Milledgeville.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Banks County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Barrow County.....	13	130	2,305	52	9	7	1,427	6	3,263
Bartow County.....	18	318	6,267	98	15	10	4,162	8	4,268
Cartersville.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Ben Hill County.....	23	257	5,199	150	20	11	1,929	12	4,127
Fitzgerald.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Berrien County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Bibb County.....	167	71,095	1,331,393	2,101	87	127	662,917	40	351,701
Macon.....	134	61,525	1,191,952	1,943	80	118	621,870	36	311,791
Remainder of County.....	13	570	134,441	158	7	9	4,047	4	3,910
Blackley County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Brentley County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Brooks County.....	14	74	1,449	123	17	3	95	11	5,141
Bryan County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Bulloch County.....	30	670	13,651	301	27	16	6,186	16	10,907
Statesboro.....	26	(D)	(D)	(D)	(D)	12	(D)	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Burke County.....	19	277	6,050	131	10	5	1,430	14	5,638
Burt County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Calhoun County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Candler County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Candler.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Carroll County.....	15	429	8,012	183	20	8	7,161	7	2,776
Carrollton.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Catoosa County.....	6	63	843	12	7	6	873	***	***
Charlton County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Chatahoochee County.....	270	11,245	206,538	2,933	153	202	104,103	68	123,408
Swainsboro.....	340	9,441	171,121	2,470	140	183	92,755	57	99,100
Remainder of County.....	30	1,904	35,417	463	13	19	11,348	11	24,118
Chatahoochee County.....	***	***	***	***	***	***	***	***	***
Chattooga County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Cherokee County.....	17	250	5,435	89	11	10	3,446	7	4,027
Clarke County.....	65	2,418	461,134	825	47	50	361,130	15	13,298
Athens.....	59	(D)	(D)	(D)	(D)	48	(D)	11	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Clay County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Clayton County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
College Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Clinch County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Cobb County.....	34	563	11,610	198	30	23	8,460	11	8,890
Marietta.....	24	467	9,675	156	19	17	7,594	7	6,279
Remainder of County.....	10	96	1,935	42	11	6	866	4	2,611
Coffee County.....	29	720	12,154	262	20	17	7,144	12	8,706
Douglas.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Colquitt County.....	17	317	71,057	175	13	10	4,107	7	5,571
Moultrie.....	16	(D)	(D)	(D)	(D)	10	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Columbia County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Cock County.....	12	117	2,114	54	16	4	1,883	8	3,346

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

¹College Park is in Clayton and Fulton counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Covatta County.....	26	460	9,139	182	25	16	24,695	10	2,048
Memphis.....	24	(D)	(D)	(D)	(D)	15	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Crawford County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Crisp County.....	25	467	10,017	215	15	16	4,906	9	2,195
Cordele.....	22	452	9,565	202	14	13	4,737	9	2,195
Remainder of County.....	3	15	(2)	13	1	3	169	...	...
Dade County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Dawson County.....	...	...	...	...	...	...	...	...	...
Decatur County.....	24	962	15,754	639	16	14	5,216	10	5,037
Bainbridge.....	16	281	5,280	108	13	9	2,613	7	2,947
Remainder of County.....	8	681	10,474	531	3	5	3,103	3	6,090
De Kalb County.....	127	6,980	144,302	1,678	56	61	55,713	66	60,389
Atlanta (part).....	38	1,633	31,553	378	11	17	12,467	21	21,246
Decatur.....	33	1,125	23,770	271	9	17	4,032	16	24,323
North Atlanta.....	...	...	...	...	...	...	...	...	...
Remainder of County.....	56	4,230	88,979	1,029	36	27	39,214	29	70,366
Dodge County.....	17	198	2,957	61	16	11	5,272	6	3,740
Dooly County.....	10	159	3,081	44	11	3	639	7	2,725
Dougherty County.....	104	4,370	82,184	1,342	56	76	48,221	28	36,105
Albany.....	99	(D)	(D)	(D)	(D)	72	(D)	27	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Douglas County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Early County.....	12	204	4,850	123	14	7	1,725	5	2,343
Echols County.....	...	...	...	...	...	...	...	...	...
Effingham County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Elbert County.....	25	225	4,531	98	24	17	3,182	8	2,449
Elberton.....	23	(D)	(D)	(D)	(D)	15	(D)	...	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	...	(D)
Emanuel County.....	16	195	4,217	104	14	7	2,883	9	4,445
Evans County.....	12	93	1,680	84	8	5	782	7	3,678
Fannin County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Fayette County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Floyd County.....	72	1,793	32,287	478	36	47	19,874	25	15,486
Rose.....	65	(D)	(D)	(D)	(D)	(D)	(D)	20	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Forsyth County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Franklin County.....	9	91	1,722	43	5	4	1,100	5	2,292
Fulton County.....	1,668	125,013	2,446,701	28,425	759	897	732,092	771	2,173,295
Atlanta (part).....	1,630	122,345	2,390,003	27,925	745	875	720,545	754	2,148,948
College Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
East Point.....	19	2,345	48,911	526	5	11	9,868	8	17,927
Superior.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	4	(D)	8	(D)
Gilmer County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Glenn County.....	...	...	...	...	...	...	...	...	...
Glynn County.....	40	1,082	20,343	406	24	27	11,628	13	3,733
Brunswick.....	35	(D)	(D)	(D)	(D)	23	(D)	12	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Gordon County.....	12	146	2,317	47	6	8	1,464	4	1,905
Grady County.....	19	494	10,523	219	8	12	6,707	7	2,263
Greene County.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	(D)
Greene County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Gwinnett County.....	19	127	2,791	57	14	12	1,780	7	3,611
Habersham County.....	17	170	3,539	85	12	11	2,689	6	1,685
Hall County.....	69	1,381	25,193	490	43	54	20,369	15	10,688
Gainesville.....	62	(D)	(D)	(D)	(D)	48	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Hancock County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Harrison County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Harris County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)

Standard Notes: (D) Withheld to avoid disclosure.

*College Park is in Clayton and Fulton counties.

(NA) Not available. n.e.c. Not elsewhere classified.

*Atlanta is in De Kalb and Fulton counties.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Hart County.....	7	66	1+259	28	6	4	2+196	3	609
Heard County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Henry County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Houston County.....	9	134	2+517	45	6	6	1+153	3	864
Warner Robins.....	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Irwin County.....	3	24	(2)	22	3	***	***	3	1+433
Jackson County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Jasper County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Jeff Davis.....	6	57	979	28	5	3	543	3	2+240
Jefferson County.....	14	73	1+550	38	15	6	1+114	8	1+557
Jenkins County.....	10	123	2+004	49	12	5	2+829	5	888
Johanson County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Jones County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lamar County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lanier County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Laurens County.....	38	929	20+808	339	23	26	9+558	12	13+158
Dublin.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lee County.....	3	49	1+165	64	***	3	879	***	***
Liberty County.....	6	56	1+261	24	2	3	185	3	1+194
Lincoln County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Long County.....	***	***	***	***	***	***	***	***	***
Lowndes County.....	76	2+020	40+955	841	40	49	19+322	27	16+650
Valdosta.....	66	1+872	36+701	704	36	42	17+270	24	13+128
Remainder of County.....	10	148	4+254	137	4	7	2+052	3	3+522
Lumpkin County.....	***	***	***	***	***	***	***	***	***
McDuffie County.....	13	145	2+712	58	19	6	3+605	7	4+703
Meigs County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Macon County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Madison County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Marion County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Meriwether County.....	10	44	796	29	7	5	403	5	1+074
Miller County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Mitchell County.....	26	655	14+342	357	17	13	8+169	13	3+809
Monroe County.....	6	53	1+078	19	5	3	406	3	2+376
Montgomery County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Morgan County.....	11	248	4+471	93	11	7	4+790	4	3+823
Murray County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Muscogee County.....	153	6+719	126+072	1+832	77	113	56+975	40	45+795
Columbus.....	148	(D)	(D)	(D)	(D)	111	(D)	37	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Newton County.....	14	126	2+489	90	13	7	1+210	7	2+850
Covington.....	11	(D)	(D)	(D)	(D)	6	(D)	5	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Oconee County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Oglethorpe County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Paulding County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Peach County.....	11	207	2+825	61	7	5	3+659	6	1+864
Port Valley.....	10	(D)	(D)	(D)	(D)	4	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Pickens County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Pierce County.....	8	72	1+575	95	8	5	386	3	2+755
Pike County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

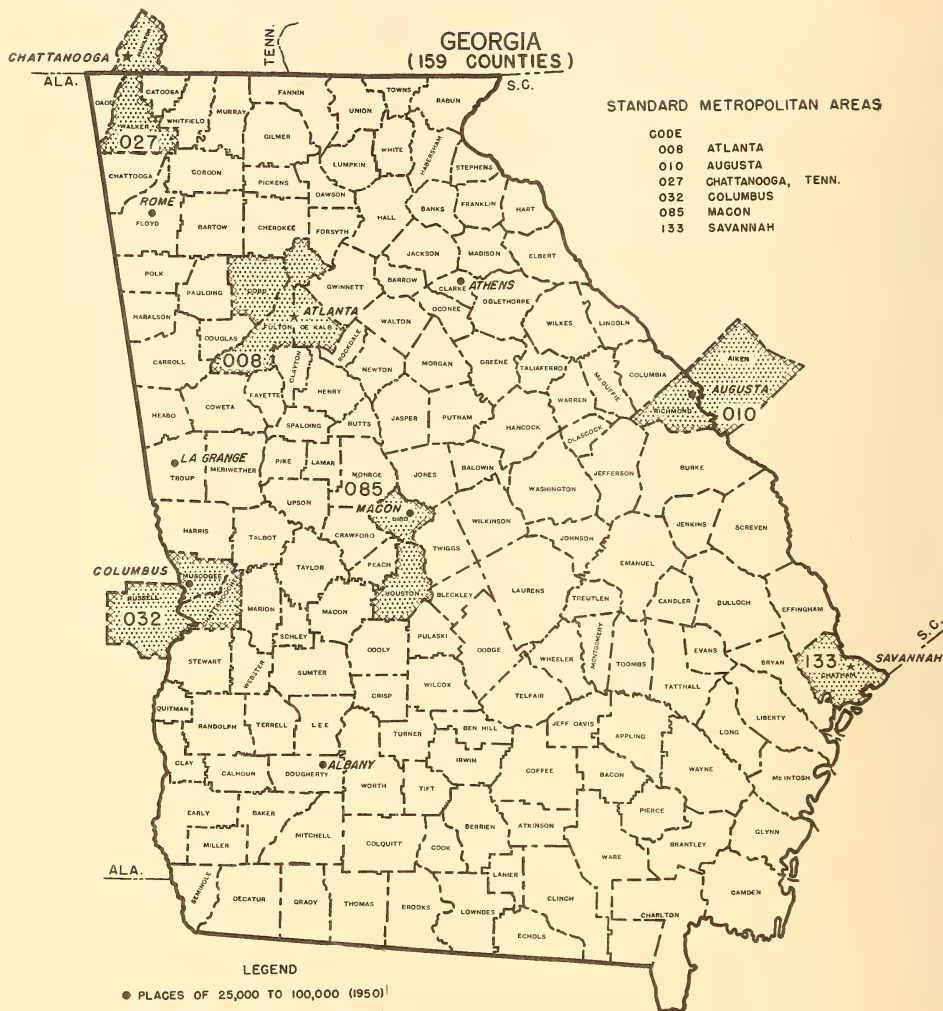
County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Folk County.....	17	412	8,698	139	13	12	8,799	5	2,637
Cedartown.....	15	(D)	(D)	(D)	(D)	10	(D)	5	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Pulaski County.....	11	158	3,621	95	7	4	1,030	7	2,470
Putnam County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Quitman County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Rabun County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Randolph County.....	17	176	3,666	131	10	10	4,393	7	2,983
Richmond County.....	185	6,232	115,560	1,766	137	141	64,863	44	42,740
Augusta.....	167	5,661	104,270	1,603	112	126	60,042	41	40,760
Remainder of County.....	18	571	11,290	163	25	15	4,821	3	1,980
Rockdale County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Schley County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Sevier County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Seminole County.....	7	211	4,156	89	4	3	1,854	4	3,772
Spalding County.....	38	1,226	22,941	449	20	27	17,404	11	6,370
Criffin.....	27	1,015	19,281	358	13	21	13,600	6	2,875
Remainder of County.....	11	211	3,660	91	7	6	3,804	5	3,497
Stephens County.....	15	186	3,646	67	14	11	2,627	4	1,961
Stocco.....	13	(D)	(D)	(D)	(D)	9	(D)	***	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Stewart County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Sumter County.....	19	355	6,305	114	9	11	4,160	8	2,272
Americus.....	13	(D)	(D)	(D)	(D)	9	(D)	6	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Talbot County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Taliaferro County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Tattnall County.....	8	66	1,328	34	5	3	429	5	2,653
Taylor County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Telfair County.....	15	263	10,182	115	16	8	3,437	7	3,089
Terrell County.....	9	93	1,810	44	3	4	1,090	5	2,836
Thomas County.....	46	1,019	19,134	352	39	30	7,402	16	9,301
Thomasville.....	39	(D)	(D)	(D)	(D)	25	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Tift County.....	37	837	18,624	546	20	17	7,244	20	12,710
Tifton.....	34	(D)	(D)	(D)	(D)	15	(D)	19	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Toombs County.....	36	489	7,727	442	27	18	7,978	18	13,808
Wadley.....	29	398	6,397	392	15	15	6,652	12	6,310
Remainder of County.....	9	90	1,330	50	12	3	1,326	6	7,494
Towns County.....	***	***	***	***	***	***	***	***	***
Treuten County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Troup County.....	45	1,147	19,831	389	34	33	15,068	12	4,235
La Grange.....	25	714	12,225	217	19	19	9,548	9	3,232
Remainder of County.....	17	433	7,602	172	10	14	5,520	3	1,003
Turner County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Twiggs County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Union County.....	***	***	***	***	***	***	***	***	***
Upson County.....	20	178	3,579	88	12	12	2,081	8	2,722
Thomaston.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Walker County.....	15	157	3,669	55	11	5	582	10	3,515
Walton County.....	11	114	2,226	37	8	5	1,253	6	3,272
Ware County.....	47	796	15,140	264	41	28	7,298	19	9,847
Waycross.....	39	698	13,974	232	33	24	7,548	15	8,232
Remainder of County.....	8	58	1,166	32	6	4	1,86	4	1,670
Warren County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Washington County.....	13	79	1,494	46	10	6	921	7	1,892
Wayne County.....	16	490	9,046	156	9	9	4,762	7	4,258

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(\$1,000)		(Number)	(\$1,000)
Weber County.....	***	***	***	***	***	***	***	***	***
Wheeler County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
White County.....	4	23	(Z)	13	5	4	667	***	***
Whitfield County.....	36	721	15+827	266	29	25	6+D33	11	7+528
Dalton.....	32	(D)	(D)	(D)	(D)	23	(D)	9	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Wilcox County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Wilkes County.....	14	125	2+579	5D	8	8	1+D84	6	2+D54
Wilkinson County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Worth County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.



U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

18179

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-12

IDAHO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Idaho, total.....1954..	1,270	26,906	578,289	1,920	823	529	192,622	741	287,376
1948..	1,102	19,205	430,057	8,877	681	308	122,152	794	287,232
Ada County.....	179	6,270	125,625	1,012	73	122	64,643	57	38,789
Boise City.....	143	5,379	106,479	1,326	55	102	55,030	41	21,948
Remainder of County.....	36	891	19,146	286	18	20	9,613	16	17,232
Adams County.....	6	7	(2)	1	5	***	***	6	1,017
Bannock County.....	95	2,147	46,092	643	36	53	20,465	42	19,672
Postellville (part).....	72	1,949	40,784	532	24	49	20,092	23	13,767
Remainder of County.....	23	198	5,308	111	12	4	373	19	5,185
Bear Lake County.....	13	64	1,333	21	8	3	400	10	2,789
Beneva County.....	12	73	1,278	20	7	3	661	9	1,325
Bingham County.....	54	1,404	34,276	721	40	5	1,493	49	13,660
Blackfoot.....	21	(D)	(D)	(D)	2	(D)	(D)	19	(D)
Remainder of County.....	33	(D)	(D)	(D)	3	(D)	(D)	30	(D)
Blaine County.....	6	(D)	(D)	(D)	1	(D)	(D)	5	(D)
Boise County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Bonner County.....	23	125	2,566	37	21	9	1,031	14	2,382
Bonanza County.....	86	3,171	68,811	1,353	41	44	10,560	42	34,234
Idaho Falls.....	69	2,893	62,017	1,187	31	40	15,765	29	31,373
Remainder of County.....	17	278	6,794	166	10	4	799	13	2,861
Boundary County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Butte County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Cassia County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Canyon County.....	81	2,113	45,559	938	58	39	11,201	42	25,764
Calwell.....	24	680	13,411	258	15	12	4,831	12	12,405
Nepta.....	35	962	23,151	439	25	19	5,973	16	7,388
Remainder of County.....	45	445	9,007	221	18	8	397	14	6,171
Caribou County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Cassia County.....	40	493	9,693	237	27	13	1,794	27	10,304
Curley.....	29	(D)	(D)	(D)	(D)	12	(D)	17	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Clark County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Clearwater County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Custer County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Elmore County.....	11	44	807	12	11	4	689	7	1,477
Franklin County.....	13	123	2,571	65	12	3	1,101	10	4,309
Fremont County.....	30	466	12,775	255	1	3	780	27	6,071
Gem County.....	17	294	3,982	103	9	6	1,328	11	4,264
Gooding County.....	24	343	6,606	114	13	9	2,827	15	5,045
Idaho County.....	21	260	6,152	62	17	7	1,887	14	2,942
Jefferson County.....	23	372	10,283	255	21	4	3,056	19	4,273
Jerome County.....	23	458	9,989	233	18	7	1,403	16	6,622
Kootenai County.....	40	493	8,915	127	35	15	2,578	25	4,476
Coeur d'Alene.....	28	(D)	(D)	(D)	(D)	13	(D)	19	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Latah County.....	46	618	16,950	228	43	18	3,918	28	4,499
Moscow.....	36	365	7,142	124	24	14	4,375	14	1,960
Remainder of County.....	10	253	9,808	74	19	4	1,543	14	2,515
Lewistown County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Lewis County.....	14	169	3,265	44	5	4	999	10	2,403
Lincoln County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Madison County.....	28	272	7,659	220	20	5	396	23	4,021
Minidoka County.....	20	507	11,066	255	10	7	962	13	5,398
Miner County.....	57	1,584	35,227	467	51	42	15,824	35	7,560
Idaho Falls.....	52	(D)	(D)	(D)	(D)	39	(D)	13	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Oneida County.....	12	44	846	15	8	4	326	8	1,597
Owyhee County.....	5	98	1,432	29	4	***	***	5	1,098
Payette County.....	22	480	7,447	222	12	9	1,586	13	3,428

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Postellville is in Bannock and Power counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)		(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Power County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Route 100 (part) ²	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	***	***	9	(D)
Shoshone County.....	33	675	14,076	186	25	15	5,275	18	31217
Teton County.....	9	14	(Z)	5	5	***	***	9	11320
Twin Falls County.....	110	21998	67439	11165	73	53	231370	57	391970
Twin Falls County.....	70	11794	391112	658	47	42	161818	28	261160
Remainder of County.....	40	11199	28327	507	26	11	61552	29	131810
Valley County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Washington County.....	22	125	21744	74	18	9	11346	13	21258
Yellowstone National Park (part) ²	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Forstello is in Blaine and Power counties. ²Yellowstone National Park is in Idaho, Montana and Wyoming.

IDAHO (44 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____



1954 Census of Business WHOLESALE TRADE

February 1956

Series: FW-1-13

ILLINOIS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers			Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)
Illinois, total.....1954- 1948..	16,472 15,096	934,958 665,129	17,222,005 12,571,723	185,205 175,207	10,119 9,260	10,442 8,521	7,701,365 5,812,184	6,030 6,575	12,584,518 11,436,711
Adams County.....	124	4,005	73,188	1,141	91	79	42,912	48	23,174
Adair County.....	97	3,629	65,732	1,026	71	73	39,587	24	11,799
Remainder of County.....	27	376	7,456	115	25	6	3,325	21	11,075
Alexander County.....	44	1,374	28,337	406	33	30	14,632	16	7,730
Calico.....	38	(D)	(D)	(D)	(D)	26	(D)	12	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Bond County.....	22	303	6,147	109	15	10	2,237	12	3,394
Boone County.....	28	600	12,486	163	22	16	3,606	12	7,111
Belvidere.....	17	290	6,343	88	13	11	2,608	6	3,866
Remainder of County.....	11	310	6,143	75	9	5	998	6	3,245
Brown County.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Bureau County.....	72	622	12,703	215	51	22	4,729	50	18,903
Pekin.....	15	134	2,675	57	11	4	478	11	2,948
Remainder of County.....	57	488	10,028	158	40	18	4,251	39	15,955
Calhoun County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Carroll County.....	32	178	3,564	64	20	10	3,308	22	10,249
Savanna.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	6	(D)	20	(D)
Cass County.....	28	268	5,033	82	20	9	621	19	10,398
Beatson.....	12	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Champaign County.....	165	3,365	67,457	870	100	84	53,382	81	42,472
Champaign.....	76	2,414	44,327	548	50	54	47,517	22	13,955
Rantoul.....	6	103	2,641	51	5	5	589	3	1,608
Urbana.....	18	(D)	(D)	(D)	(D)	16	(D)	2	(D)
Remainder of County.....	65	(D)	(D)	(D)	(D)	11	(D)	54	(D)
Christian County.....	74	763	14,915	279	43	30	6,147	44	15,281
Poca.....	17	182	4,628	94	13	10	1,623	7	1,444
Taylorville.....	5	187	3,159	57	1	1	329	5	1,427
Remainder of County.....	42	394	7,098	128	19	10	3,195	32	12,410
Clark County.....	32	282	5,790	93	34	9	1,096	23	7,891
Clay County.....	36	580	11,492	145	26	18	7,329	18	10,300
Charleston.....	17	155	3,158	44	15	9	1,357	11	1,962
Remainder of County.....	19	425	8,294	101	11	9	5,970	10	8,340
Clinton County.....	39	545	10,270	129	36	20	2,499	19	6,046
Centerville (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	18	(D)	18	(D)
Coles County.....	84	1,298	22,136	422	58	44	13,785	40	15,942
Charleston.....	16	(D)	(D)	(D)	(D)	8	(D)	8	(D)
Mattoon.....	49	978	17,121	358	28	35	13,180	14	5,538
Remainder of County.....	19	(D)	(D)	(D)	(D)	1	(D)	18	(D)
Cook County.....	9,860	764,806	13,830,376	142,127	5,732	6,966	6,049,622	2,894	10,206,291
Arlington Heights.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Barrington.....	10	1,767	41,505	321	5	7	8,486	3	4,090
Berwyn.....	25	398	7,134	98	25	25	7,457	***	***
Blue Island.....	26	(D)	(D)	(D)	24	(D)	2	(D)	2
Brookfield.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Brookfield.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Calumet City.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Chicago.....	9,010	709,723	12,723,091	130,614	5,270	6,342	5,628,562	2,668	9,770,958
Chicago Heights.....	42	1,404	29,935	313	36	35	10,599	7	5,949
Chicago Ridge.....	64	4,642	94,128	941	34	51	7,109	12	32,742
Des Plaines.....	28	1,295	23,942	260	20	23	11,527	5	3,169
Dolton.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Evanston.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Evanston (part).....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Elmhurst.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Evanston.....	87	11,233	216,548	2,335	24	58	75,873	29	66,352
Forest Park.....	15	1,103	23,084	252	4	7	3,658	8	11,675
Franklin Park.....	19	(D)	(D)	(D)	(D)	16	(D)	3	(D)
Hinsdale.....	2	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Glenview.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Harvey.....	15	677	12,061	137	9	12	5,410	7	799
Hinsdale (part).....	***	***	***	***	***	***	***	***	***
Hinsdale.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
La Grange.....	11	465	8,276	9	9	6	3,953	3	2,463
La Grange Park.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lansing.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Linwood.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Lyons.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Maywood.....	31	755	15,078	168	14	27	6,769	4	1,958
Melrose Park.....	28	3,560	71,928	628	19	19	7,421	5	33,383
Morton Grove.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Mount Prospect.....	5	(D)	(D)	(D)	(D)	4	(D)	***	***
Niles.....	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Norridge.....	***	***	***	***	***	***	***	***	***
Northbrook.....	(D)	(D)	(D)	(D)	(D)	2	(D)	***	***
North Lake.....	***	***	***	***	***	***	***	***	***
North Riverside.....	***	***	***	***	***	***	***	***	***
Oak Lawn.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represent zero.

*Centerville is in Clinton and Marion counties. *Evanston is in Cook and Kane counties. *Hinsdale is in Cook and Du Page counties.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Cook County—Con.									
Oak Park.....	63	2,228	42,150	438	27	42	17,745	21	26,148
Park Forest.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Park Ridge.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Riverdale.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
River Forest.....	9	1,056	12,247	130	7	6	1,262	3	8,574
River Grove.....	5	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Riverside.....	1	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Skokie.....	46	1,831	40,496	384	14	30	13,000	16	64,384
South Holland.....	6	(D)	1,572	86	3	3	325	5	1,117
Summit.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Westchester.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Western Springs.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Wilmette.....	17	(D)	(D)	(D)	(D)	15	(D)	2	(D)
Winnetka.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	141	10,149	210,232	2,329	82	56	126,072	55	102,082
Crawford County.....	27	755	11,534	192	23	14	5,066	13	12,979
Robinson.....	14	429	7,424	109	10	9	2,711	5	1,364
Remainder of County.....	13	326	3,710	83	13	5	2,355	8	11,615
Cumberland County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
De Kalb County.....	74	4,672	135,048	1,258	68	37	33,372	37	19,655
De Kalb.....	26	3,822	114,316	1,039	22	18	27,599	8	11,925
Sycamore.....	12	216	3,998	53	10	7	1,871	5	1,869
Remainder of County.....	36	634	16,734	166	36	12	3,902	24	15,591
De Witt County.....	32	291	6,113	95	24	8	7,272	28	5,764
Clinton.....	9	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	4	(D)	19	(D)
Douglas County.....	46	530	9,981	164	26	11	3,240	35	24,357
Da Page County.....	112	2,187	41,542	524	67	78	17,627	34	21,154
Downers Grove.....	8	205	5,704	46	5	5	1,452	3	2,405
Elmhurst.....	23	382	7,788	93	10	17	24,963	6	5,716
Glen Ellyn.....	8	172	3,425	42	4	4	1,254	4	2,842
Hinsdale (part).....	(D)	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lombard.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Marysville.....	9	100	1,764	25	3	3	461	6	851
Villa Park.....	5	321	6,526	56	2	5	2,916	***	***
Whitman.....	7	62	1,429	18	5	4	593	1	1,089
Remainder of County.....	41	707	13,308	193	30	32	5,723	9	5,268
Edgar County.....	46	590	12,438	217	32	15	14,962	31	17,723
Paris.....	27	(D)	(D)	(D)	(D)	13	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Edwards County.....	13	240	4,379	57	11	3	651	10	4,178
Effingham County.....	46	707	12,854	212	37	18	6,813	28	13,218
Effingham.....	25	509	9,421	157	22	9	2,649	16	9,896
Remainder of County.....	21	198	3,433	55	22	9	4,164	12	3,322
Fayette.....	34	704	20,149	217	28	9	6,941	25	7,682
Vandalia.....	20	(D)	(D)	(D)	(D)	6	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	3	(D)	11	(D)
Ford County.....	42	655	13,332	218	29	12	6,086	30	11,452
Franklin County.....	62	819	17,007	254	36	36	9,154	26	7,188
Benton.....	21	291	6,489	94	14	12	3,479	9	3,968
West Frankfort.....	25	279	5,602	87	12	14	2,838	11	1,808
Remainder of County.....	16	249	4,516	68	10	10	2,437	6	1,996
Pulton County.....	47	755	15,252	244	33	14	5,810	33	8,011
Canton.....	19	392	8,567	117	12	10	2,991	9	2,133
Remainder of County.....	28	363	6,685	127	21	4	2,819	24	5,878
Gallatin County.....	13	102	2,142	43	14	***	***	13	5,701
Greene County.....	29	258	4,633	106	25	7	664	22	6,129
Grundy County.....	42	649	14,337	184	29	18	16,227	24	13,434
Morris.....	18	400	9,434	111	10	9	9,925	9	7,897
Remainder of County.....	24	249	4,903	73	19	9	6,302	15	5,537
Hamilton County.....	15	138	2,735	47	13	7	1,593	8	1,864
Hancock County.....	41	462	7,228	129	36	9	2,224	32	17,506
Hardin County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Henderson County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Henry County.....	78	826	16,087	263	50	26	7,900	52	22,163
Kewanee.....	30	397	7,286	108	17	15	4,073	15	6,912
Remainder of County.....	48	429	8,801	155	33	11	3,827	37	15,251
Iroquois County.....	86	851	19,168	313	60	23	15,307	63	28,491
Jackson County.....	57	1,008	18,670	299	22	29	7,475	28	7,088
Carbondale.....	18	300	5,870	92	9	9	1,604	9	2,707
Murphysboro.....	23	399	7,477	121	11	13	4,399	10	2,467
Remainder of County.....	16	309	5,323	86	2	7	1,482	9	1,914
Jasper County.....	15	180	2,897	64	14	5	1,088	10	5,036

*Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Hinsdale is in Cook and Du Page counties.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ending nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jefferson County.....	52	1,143	23,590	309	33	37	15,457	15	4,955
Mt. Vernon.....	41	934	19,819	260	28	31	12,582	10	3,299
Remainder of County.....	11	209	3,771	49	5	6	2,875	5	1,259
Jersey County.....	15	151	2,890	49	12	6	1,011	9	4,556
Jerseyville.....	13	(D)	(D)	(D)	(D)	5	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Jo Daviess County.....	36	200	3,813	64	27	8	745	28	7,999
Johnson County.....	8	65	1,472	34	6	3	420	5	1,333
Kane County.....	245	8,641	165,887	1,926	131	175	79,576	70	45,516
Aurora.....	102	41,110	77,625	890	42	72	38,726	30	15,644
Beth.....	4	(D)	1,670	(D)	2	4	1,175	4	(D)
Elgin (part).....	70	2,485	47,213	551	49	54	17,409	16	8,133
Geneva.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
St. Charles.....	8	(D)	1,326	14	7	5	795	3	1,556
Remainder of County.....	49	(D)	(D)	(D)	(D)	29	(D)	20	(D)
Kankakee County.....	110	2,332	52,914	711	81	62	50,414	48	45,424
Bradley.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Kankakee.....	76	2,331	49,546	973	37	53	48,812	23	31,733
Remainder of County.....	29	(D)	(D)	(D)	(D)	5	(D)	24	(D)
Kendall County.....	19	265	5,449	75	9	6	2,208	13	4,804
Knox County.....	86	3,004	51,874	643	47	43	28,318	43	29,169
Galena.....	65	(D)	(D)	(D)	(D)	41	(D)	24	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Lake County.....	169	5,623	116,508	1,167	103	123	66,279	46	33,000
Highland Park.....	13	515	10,059	90	4	8	4,821	5	3,055
Lake Forest.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Libertyville.....	9	(D)	(D)	(D)	(D)	8	(D)	...	...
North Chicago.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Waukegan.....	71	2,872	54,866	602	41	56	41,200	15	12,744
21cm.....	6	(D)	(D)	(D)	(D)	...	6	...	...
Remainder of County.....	61	(D)	(D)	(D)	(D)	38	(D)	23	(D)
La Salle County.....	180	3,391	73,442	918	118	95	45,706	85	36,235
La Salle.....	32	799	17,055	200	15	21	5,305	11	3,763
McDona.....	10	166	3,877	49	13	4	340	6	1,374
Ottawa.....	27	694	13,982	178	15	19	5,069	8	3,278
Peru.....	12	257	6,169	75	11	9	3,676	3	522
Streator (part).....	24	634	13,504	148	20	19	7,904	11	1,380
Remainder of County.....	75	841	18,855	272	44	23	23,412	52	19,170
Lawrence County.....	25	513	10,621	152	19	14	6,943	11	4,712
Lawrenceville.....	13	411	8,351	116	9	10	5,068	3	2,618
Remainder of County.....	12	102	2,270	36	10	4	1,875	8	2,094
Lee County.....	48	915	18,873	246	38	18	7,582	30	17,736
Elmwood.....	22	578	11,686	155	21	15	7,134	7	2,607
Remainder of County.....	26	337	7,187	91	17	24	33	23	13,129
Livingston County.....	91	717	15,025	268	59	23	2,986	68	26,483
Pontiac.....	17	127	2,985	45	13	11	1,312	6	1,095
Streator (part).....	...	...	...	...	...	...	...	...	...
Remainder of County.....	74	590	12,040	223	46	12	1,674	62	25,348
Logan County.....	62	561	10,961	166	45	16	2,861	46	16,669
Lincoln.....	23	321	6,708	90	23	12	2,604	30	11,111
Remainder of County.....	39	240	4,255	76	22	4	255	35	13,654
McDonough County.....	68	788	13,556	280	55	27	13,544	41	26,320
Macomb.....	39	387	6,575	118	24	17	4,435	12	3,146
Remainder of County.....	29	401	6,981	162	31	10	9,109	29	23,174
McHenry County.....	73	1,254	26,807	299	59	38	12,081	35	10,948
Crystal Lake.....	10	146	3,774	33	5	4	1,040	4	1,374
Woodstock.....	15	307	6,712	76	6	8	980	7	2,956
Remainder of County.....	48	801	14,921	180	48	26	10,021	22	6,614
McLean County.....	151	3,186	61,665	877	91	69	22,572	82	45,252
Bloomington.....	78	2,280	43,555	641	43	57	18,936	21	12,240
Normal.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	69	(D)	(D)	(D)	(D)	10	(D)	59	(D)
Macon County.....	188	7,448	130,922	1,759	118	118	75,749	70	118,146
Decatur.....	149	6,773	119,020	1,559	86	110	72,839	39	101,147
Remainder of County.....	39	715	15,902	200	28	8	2,910	31	16,999
Macoupin County.....	55	587	11,545	215	47	24	7,440	31	11,268
Carlinville.....	11	6	182	10	10	5	419	6	643
Remainder of County.....	44	551	10,563	201	37	19	7,021	25	10,599
Madison County.....	170	5,379	115,872	1,401	115	123	42,025	47	61,815
Alton.....	44	1,259	23,871	337	29	40	13,190	4	880
Carlinville (part).....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
East Alton.....	5	(D)	(D)	(D)	(D)	5	(D)	...	...
Edwardsville.....	18	600	9,359	128	9	11	4,048	7	3,135
Granite City.....	23	1,367	27,011	299	13	17	11,516	6	30,694
Madison.....	14	(D)	(D)	(D)	(D)	13	(D)	(D)	(D)
Vernon.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Wood River.....	7	(D)	(D)	(D)	(D)	6	(D)	...	...
Remainder of County.....	46	1,324	37,170	499	27	19	5,413	27	22,126

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year	Total		Active proprietors of unincorporated businesses, November	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)						(Number)	($1,000)	(Number)	($1,000)
Marion County.....	94	2,363	47,101	626	53	65	25,631	29	10,211
Centralia (part).....	42	1,208	24,636	340	23	30	13,410	12	4,660
Salas.....	26	410	7,709	105	10	17	6,708	9	2,641
Remainder of County.....	26	745	14,556	181	20	18	5,513	8	2,903
Marshall County.....	27	444	8,817	128	22	11	8,574	16	7,783
Mason County.....	32	285	5,926	75	17	8	6,056	24	13,643
Massac County.....	20	510	10,334	212	17	12	3,567	8	6,184
Metropolis.....	17	(D)	(D)	(D)	(D)	(D)	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Menard County.....	23	158	2,705	43	14	6	1,593	17	3,390
Mercer County.....	34	358	7,047	112	24	8	1,184	26	18,646
Monroe County.....	15	146	2,748	47	7	7	694	8	1,203
Montgomery County.....	61	938	18,778	231	59	27	5,941	34	22,511
Litchfield.....	18	509	10,705	100	18	10	2,866	8	13,899
Remainder of County.....	43	429	8,069	131	41	17	3,075	26	8,611
Morgan County.....	58	1,176	22,896	310	54	29	10,423	29	30,201
Jacksonville.....	37	926	17,759	227	40	25	9,055	12	4,189
Remainder of County.....	21	250	5,137	83	14	4	1,368	17	26,011
Moultrie County.....	29	289	5,386	106	21	4	1,653	25	11,361
Ogle County.....	53	1,167	21,647	351	43	16	13,083	37	18,411
Rochelle.....	15	295	5,246	104	13	7	1,699	8	3,468
Remainder of County.....	38	872	16,401	247	30	9	1,184	29	10,722
Peoria County.....	366	18,435	360,623	4,216	192	239	149,808	127	260,400
Peoria.....	324	16,566	327,684	3,754	163	222	147,067	102	217,822
Peoria Heights.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	37	(D)	(D)	(D)	(D)	14	(D)	23	(D)
Perry County.....	29	253	4,447	75	27	19	2,718	10	1,602
De Quia.....	16	205	3,666	56	14	11	1,406	5	1,000
Remainder of County.....	13	48	781	19	13	8	1,312	5	600
Piatt County.....	37	287	5,775	83	18	8	908	29	10,511
Pike County.....	37	345	6,323	109	26	7	1,034	30	9,890
Pope County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pulaski County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Putnam County.....	12	(D)	(D)	(D)	(D)	4	(D)	8	(D)
Randolph County.....	42	489	10,667	182	29	20	3,348	22	6,166
Charter.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	37	(D)	(D)	(D)	(D)	16	(D)	21	(D)
Richland County.....	26	456	9,283	114	17	12	3,382	14	4,877
Olney.....	2	(D)	(D)	(D)	(D)	12	(D)	12	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Rock Island County.....	200	9,054	181,380	2,126	128	124	49,308	76	123,181
East Moline.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Moline.....	71	4,998	96,457	1,019	41	44	20,970	27	76,300
Rock Island.....	106	3,932	80,347	1,041	68	68	26,452	38	38,362
Remainder of County.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
St. Clair County.....	276	10,541	197,592	2,541	194	187	130,736	89	383,762
Bellerille.....	48	1,258	24,321	322	34	36	9,604	12	4,811
Collinsville (part).....	***	***	***	***	***	***	***	***	***
East St. Louis.....	118	5,618	108,825	1,319	65	100	51,990	18	26,666
Washington Park.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	110	3,665	64,446	900	95	51	69,142	59	352,280
Saline County.....	34	422	8,277	131	37	20	6,653	14	4,972
Harrisburg.....	18	123	2,429	37	10	10	1,906	8	2,500
Remainder of County.....	16	299	5,848	80	20	10	4,747	6	2,470
Sangamon County.....	257	9,264	183,662	2,280	159	157	107,430	100	90,711
Springfield.....	204	8,158	170,249	2,042	112	145	99,072	59	61,911
Remainder of County.....	53	806	13,413	238	47	12	7,458	41	28,796
Schuyler County.....	14	102	1,744	38	12	4	185	10	2,848
Scott County.....	11	114	2,494	40	4	***	***	11	4,679
Shelby County.....	35	315	6,321	91	25	7	1,188	28	11,200
Stark County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Stephenson County.....	65	1,217	24,578	309	36	33	10,438	32	15,611
Freeport.....	43	1,056	21,264	256	20	28	9,230	15	11,100
Remainder of County.....	22	161	3,314	53	16	5	1,205	17	4,600
Tazewell County.....	25	1,829	35,141	457	46	33	10,214	42	37,465
Crowscon.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
East Peoria.....	12	555	11,136	124	2	5	1,014	7	11,501
Peilin.....	(D)	2	(D)	(D)	(D)	18	(D)	4	(D)
Remainder of County.....	40	809	15,439	205	32	10	3,493	30	18,378

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Centralia is in Clinton and Marion counties.

*Collinsville is in Saline and St. Clair counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Union County.....	25	439	8+942	124	18	11	3+596	14	5+104
Verdell County.....	170	4+872	96+102	1+321	111	89	37+060	81	49+933
Davidville.....	94	3+978	76+817	1+035	52	67	32+158	27	25+563
Hooperston.....	10	83	1+524	28	9	5	689	5	1+938
Remainder of County.....	66	811	17+761	258	50	17	4+213	49	22+412
Wabash County.....	24	227	4+287	68	27	13	3+406	11	2+942
Mount Carmel.....	20	(0)	(0)	(0)	(0)	12	(0)	8	(0)
Remainder of County.....	4	(0)	(0)	(0)	(0)	1	(0)	3	(0)
Warren County.....	42	894	18+125	268	36	19	9+966	23	11+415
Monmouth.....	22	589	12+365	186	18	15	7+730	7	3+788
Remainder of County.....	20	305	5+760	82	18	4	2+236	16	7+627
Washington County.....	20	200	3+558	63	18	4	895	16	6+756
Wayne County.....	29	364	6+584	128	34	18	7+311	11	2+825
Fairfield.....	20	315	5+564	102	24	15	6+502	5	1+366
Remainder of County.....	9	49	1+020	26	10	3	809	6	1+459
White County.....	88	639	13+676	168	30	25	11+795	23	5+674
Germi.....	13	292	4+377	47	5	8	3+060	5	822
Remainder of County.....	35	397	9+297	121	25	17	8+735	18	4+852
Whiteside County.....	69	1+459	28+729	359	44	31	9+904	38	29+220
Rock Falls.....	11	165	3+909	50	6	7	1+360	4	1+079
Sterling.....	23	670	12+787	159	13	16	6+919	7	3+415
Remainder of County.....	35	624	12+033	150	25	8	1+625	27	24+726
Will County.....	173	6+533	140+172	1+406	89	120	58+708	53	68+178
Joliet.....	112	4+651	102+127	1+016	56	88	37+907	24	30+005
Remainder of County.....	61	1+882	38+045	390	33	32	20+801	29	38+173
Williamson County.....	56	1+306	25+361	385	36	41	12+542	15	3+189
Herrin.....	19	406	7+161	116	11	14	3+938	5	931
Marion.....	28	677	13+606	211	22	21	6+587	7	1+886
Remainder of County.....	9	223	4+594	58	3	6	2+017	3	412
Winnebago County.....	311	12+289	249+204	2+573	141	227	105+267	84	61+108
Loves Park.....	6	218	3+996	42	5	6	2+292	***	***
Rockford.....	263	10+621	214+632	2+230	117	193	90+923	70	53+687
Remainder of County.....	42	1+450	30+576	301	19	28	12+052	14	7+421
Woodford County.....	36	587	10+823	175	28	12	3+630	24	9+803

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

ILLINOIS (102 COUNTIES)



1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-14

INDIANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
(Number)	(1,000)	(Dollars)	(Number)	(Number)	(Number)	(Number)	(1,000)	(Number)	(1,000)	(Number)
Indiana, total.....1954..... 1948.....	5,981 4,895	223,591 138,023	4,241,859 2,609,081	52,821 42,857	3,516 3,090	3,398 2,562	1,827,120 1,347,479	2,483 2,333	2,500,099 1,776,396	
Adams County.....	34	801	17,833	253	22	14	7,379	20	6,236	
Decatur.....	19	513	9,554	127	16	10	5,444	9	4,043	
Remainder of County.....	15	288	8,279	126	6	4	1,929	11	2,113	
Allen County.....	362	19,065	364,317	4,213	151	252	154,617	110	103,474	
Fort Wayne.....	298	16,576	311,039	3,596	123	221	129,161	77	82,439	
Remainder of County.....	64	2,489	53,278	617	28	31	25,456	33	21,035	
Bartholomew County.....	50	1,020	17,611	266	31	32	9,768	18	5,933	
Columbus.....	34	882	10,578	121	20	24	8,629	10	4,215	
Remainder of County.....	16	138	3,233	45	11	8	1,139	8	1,718	
Benton County.....	38	299	5,835	112	22	5	827	33	11,043	
Blackford County.....	20	252	5,316	94	15	10	1,351	10	7,173	
Hartford City.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Boone County.....	47	1,218	24,844	317	38	21	7,554	26	9,160	
Lebanon.....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Remainder of County.....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Brown County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	
Carroll County.....	32	501	9,988	144	17	9	2,897	23	7,466	
Cass County.....	66	1,758	28,703	459	42	39	14,238	27	34,435	
Logansport.....	50	1,582	24,773	403	24	36	13,353	14	23,239	
Remainder of County.....	16	176	3,930	56	18	3	848	13	11,116	
Clark County.....	34	700	14,174	185	21	25	6,477	9	10,552	
Clarksburg.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Jeffersonville.....	22	424	8,360	110	12	18	4,591	4	2,017	
Remainder of County.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Clay County.....	28	350	7,584	103	20	14	1,352	14	6,328	
Brazil.....	19	292	6,714	89	12	11	1,058	8	5,210	
Remainder of County.....	9	58	870	3	14	3	248	6	1,114	
Clinton County.....	48	600	11,821	175	44	20	2,915	28	11,757	
Frankfort.....	24	369	7,587	93	20	14	2,373	10	4,419	
Remainder of County.....	24	231	4,234	82	24	6	542	18	7,338	
Crawford County.....	3	(D)	(D)	(D)	(D)	(D)	(D)	2	(D)	
Darwin County.....	35	603	11,115	234	35	21	4,968	14	6,659	
Washington.....	23	305	6,274	91	17	14	3,322	9	4,445	
Remainder of County.....	12	294	4,845	143	18	7	1,642	5	2,214	
Dearborn County.....	33	870	17,258	254	24	21	4,347	12	6,420	
Decatur County.....	30	828	14,774	218	19	14	11,313	16	4,153	
Grensburg.....	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Remainder of County.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
De Kalb County.....	36	670	12,930	140	21	15	6,832	21	5,447	
Albany.....	13	440	8,613	115	7	7	4,511	6	1,464	
Remainder of County.....	23	222	4,315	75	14	8	2,321	15	3,923	
Delaware County.....	131	4,083	76,710	1,041	76	89	27,701	42	34,745	
Muncie.....	103	3,314	63,494	841	51	77	24,798	26	12,210	
Remainder of County.....	28	769	13,216	200	25	12	2,903	16	22,535	
Dubois County.....	36	394	7,405	120	19	23	6,664	15	4,853	
Jasper.....	20	413	4,136	59	6	5	5,031	13	2,650	
Remainder of County.....	16	171	3,267	61	13	8	1,633	8	2,803	
Elkhart County.....	126	4,548	88,427	1,053	69	89	34,545	37	32,216	
Elkhart.....	70	2,174	54,138	965	26	55	21,942	15	11,783	
Goshen.....	19	704	13,068	157	15	14	5,808	5	5,171	
Remainder of County.....	37	1,116	21,221	301	28	20	6,795	17	15,262	
Fayette County.....	29	557	9,418	171	23	20	5,231	9	1,943	
Connersville.....	26	519	8,692	149	19	17	4,742	9	1,943	
Remainder of County.....	3	34	726	22	4	3	489	***	***	
Floyd County.....	51	1,472	25,477	393	34	44	14,548	7	5,528	
New Albany.....	45	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Remainder of County.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Fountain County.....	35	278	5,189	104	26	10	1,534	25	8,892	
Franklin County.....	13	101	1,831	29	14	3	621	10	9,349	
Pulmon County.....	33	443	7,026	125	29	11	2,919	22	13,461	
Gibson County.....	33	267	4,570	85	31	16	3,696	17	4,539	
Princeton.....	15	146	2,078	43	13	10	2,954	5	5,37	
Remainder of County.....	18	121	1,892	42	18	6	742	3	3,602	
Grant County.....	93	2,117	40,398	580	59	51	16,477	42	15,557	
Marion.....	64	1,833	34,661	446	37	43	15,571	21	7,538	
Remainder of County.....	29	284	5,737	94	22	8	899	21	2,614	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Greene County.....	38	331	6,260	116	37	13	1,992	25	8,376
Linton.....	12	136	2,552	48	11	9	1,672	3	324
Remainder of County.....	26	193	3,708	68	26	4	270	22	8,052
Hamilton County.....	37	639	11,917	197	27	12	6,731	25	13,089
Mohavesville.....	15	(D)	(D)	(D)	(D)	8	(D)	7	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	4	(D)	18	(D)
Hancock County.....	22	394	7,107	108	13	10	2,331	12	2,746
Greenfield.....	8	280	5,206	70	3	5	1,256	3	724
Remainder of County.....	14	114	2,201	38	10	5	1,075	9	2,022
Harrison County.....	15	160	3,918	89	13	4	383	11	2,243
Hendricks County.....	33	337	6,705	67	25	9	3,514	24	6,975
Henry County.....	49	585	9,276	180	38	19	2,691	30	9,274
New Castle.....	26	375	5,136	103	19	12	2,304	14	2,791
Remainder of County.....	23	210	4,146	77	19	7	587	16	6,183
Howard County.....	67	1,654	30,672	426	35	46	18,576	21	9,673
Kokomo.....	55	1,501	28,029	387	28	41	17,567	14	7,496
Remainder of County.....	12	153	2,843	39	7	5	1,009	7	2,377
Huntington County.....	40	466	9,328	160	24	19	5,114	21	8,474
Huntington.....	23	324	6,344	90	13	13	5,501	10	2,695
Remainder of County.....	17	136	2,984	70	11	6	1,613	11	5,779
Jackson County.....	44	568	11,482	186	30	19	5,476	25	10,888
Seymour.....	25	433	8,272	112	17	11	3,935	15	7,721
Remainder of County.....	18	135	3,210	74	13	8	1,541	10	3,167
Jasper County.....	32	533	11,324	152	24	9	2,177	23	16,611
Jay County.....	31	426	9,072	132	22	19	4,571	12	4,060
Portland.....	20	283	5,973	75	15	14	2,505	6	1,452
Remainder of County.....	11	143	3,099	57	7	5	2,066	6	1,608
Jefferson County.....	29	884	16,513	268	46	16	12,386	13	10,555
Madison.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Jennings County.....	7	67	1,231	23	4	3	109	4	1,020
Johnson County.....	28	321	5,862	94	20	5	920	23	7,270
Franklin.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	4	(D)	14	(D)
Knox County.....	65	1,236	23,452	396	48	36	8,080	29	14,347
Vincennes.....	49	948	18,918	325	28	28	7,019	16	10,093
Remainder of County.....	21	270	4,534	71	19	8	1,001	13	4,254
Kosciusko County.....	57	619	12,458	202	48	18	3,315	39	15,889
Warsaw.....	23	232	4,807	75	14	10	1,834	13	3,013
Remainder of County.....	34	387	7,651	127	34	8	1,481	26	12,835
LaGrange County.....	23	(D)	(D)	(D)	(D)	5	(D)	18	(D)
Lake County.....	326	18,373	356,136	3,756	187	256	150,991	70	223,893
Crown Point.....	7	103	1,341	23	6	3	756	4	1,344
East Chicago.....	40	3,648	68,677	749	25	32	28,067	8	118,126
East Gary.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Gary.....	135	6,762	130,295	1,372	87	109	67,677	26	25,291
Hammond.....	100	6,719	136,008	1,365	36	85	44,216	15	56,713
Highland.....	3	83	995	19	3	3	818	...	...
Robert.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Whiting.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	25	768	13,204	161	19	11	7,337	14	5,306
La Porte County.....	93	2,714	50,236	630	43	57	19,996	36	21,628
La Porte.....	36	1,096	19,390	320	16	24	6,917	12	10,607
Michigan City.....	33	1,212	22,677	283	17	23	10,612	10	4,289
Remainder of County.....	24	406	8,169	117	10	10	2,457	14	6,732
Lawrence County.....	33	527	8,830	133	18	17	5,702	16	3,057
Bedford.....	25	471	7,783	114	14	12	5,261	13	2,695
Remainder of County.....	8	56	1,047	19	4	5	481	3	562
Madison County.....	47	2,491	47,259	681	68	65	23,042	42	15,887
Alexandria.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Anderson.....	66	2,059	39,022	534	39	48	20,044	18	8,472
Elwood.....	14	156	3,110	53	9	9	1,863	5	1,233
Remainder of County.....	20	(D)	(D)	(D)	(D)	3	(D)	17	(D)
Marion County.....	1,251	83,066	1,545,000	17,976	645	788	728,520	463	1,080,057
Beech Grove.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Indianapolis.....	1,177	79,023	1,475,650	17,088	998	742	676,566	435	1,010,017
Speedway.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Remainder of County.....	66	3,457	57,320	756	43	41	26,993	25	47,064
Marshall County.....	39	597	9,925	162	27	19	8,819	20	8,197
Plymouth.....	15	352	5,265	79	7	9	5,479	6	2,010
Remainder of County.....	24	245	4,660	83	20	10	3,340	14	6,187
Martin County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)		(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Miami County.....	49	812	15,556	228	36	25	4,993	24	23,633
Perry.....	36	708	13,154	194	24	22	4,604	14	8,630
Remainder of County.....	13	104	2,402	34	12	3	389	10	15,203
Morroe County.....	54	1,010	17,679	294	42	39	14,622	15	4,122
Blount County.....	11	(D)	(D)	(D)	(D)	30	(D)	12	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Montgomery County.....	55	785	15,044	229	48	26	5,999	29	10,205
Greeneville.....	29	543	9,967	159	22	17	4,648	17	8,471
Remainder of County.....	26	242	5,077	70	26	9	1,350	17	5,334
Morgan County.....	26	181	4,278	62	19	8	862	18	3,488
Martinsville.....	11	128	3,201	40	6	5	606	6	1,696
Remainder of County.....	15	53	1,077	22	13	3	256	12	1,992
Newton County.....	26	466	7,632	114	21	6	2,581	20	8,662
Noble County.....	41	508	9,281	137	27	18	2,928	23	4,969
Kendallville.....	13	219	4,086	51	5	6	1,412	7	1,210
Remainder of County.....	28	289	5,195	86	20	12	1,516	16	3,259
Ohio County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Orange County.....	7	204	3,369	66	10	11	3,708	6	1,077
Owen County.....	12	144	3,488	62	7	4	848	8	961
Parke County.....	16	223	4,365	82	12	5	541	11	5,040
Perry County.....	13	97	2,153	31	11	7	709	6	1,386
Tell City.....	6	46	865	16	4	4	491	3	426
Remainder of County.....	7	51	1,288	15	7	4	214	3	960
Pike County.....	10	181	3,567	48	6	5	1,706	5	1,428
Porter County.....	42	760	16,315	219	52	18	5,101	24	17,373
Valparaiso.....	27	409	9,426	114	35	19	4,255	12	6,053
Remainder of County.....	15	351	6,889	105	17	3	846	12	11,320
Posey County.....	29	390	7,284	113	25	12	4,047	17	6,832
Mount Vernon.....	13	239	4,074	70	9	7	1,690	6	2,985
Remainder of County.....	16	151	3,210	43	16	5	2,357	11	3,847
Pulaski County.....	26	358	6,408	105	21	7	5,462	19	10,166
Putnam County.....	32	362	6,643	123	20	6	1,466	26	6,724
Greencastle.....	12	103	1,957	43	8	3	311	9	2,160
Remainder of County.....	20	259	4,686	80	12	3	1,155	17	4,564
Randolph County.....	44	610	11,209	179	32	19	9,148	25	5,166
Winchester.....	17	289	5,313	83	10	7	4,234	10	1,479
Remainder of County.....	27	321	5,896	96	22	12	4,911	15	3,290
Ripley County.....	21	122	2,368	45	14	8	672	13	1,893
Rush County.....	30	222	4,583	84	26	11	1,972	19	7,654
Rushville.....	20	(D)	(D)	(D)	(D)	10	(D)	10	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
St. Joseph County.....	313	18,799	378,697	3,871	143	210	110,126	103	155,197
Mishawaka.....	10	3,066	60,927	553	14	18	6,425	12	43,183
South Bend.....	247	14,501	283,760	2,993	98	173	97,761	74	92,208
Remainder of County.....	36	1,232	28,010	325	31	19	5,940	17	19,806
Scott County.....	12	90	1,720	31	9	3	564	9	1,450
Shelby County.....	38	1,106	19,726	330	26	16	3,583	22	8,681
Shelbyville.....	16	977	18,006	307	17	13	3,496	15	6,203
Remainder of County.....	10	109	1,720	29	8	3	87	7	2,438
Spencer County.....	15	211	3,800	67	12	9	5,393	6	2,381
Starke County.....	28	300	5,870	95	22	9	1,406	19	11,205
Steuben County.....	29	624	17,612	185	25	15	5,126	14	6,901
Angola.....	16	524	15,250	136	16	9	4,837	19	1,404
Remainder of County.....	13	100	2,362	49	16	4	289	9	5,097
Sullivan County.....	25	368	7,316	124	20	9	876	16	9,278
Sullivan.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Switzerland County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Tippecanoe County.....	107	3,665	73,034	914	64	52	27,520	45	42,318
Lafayette.....	71	2,443	47,976	641	39	52	19,824	19	32,117
West Lafayette.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	7	(D)	24	(D)
Tipton County.....	18	394	7,358	92	12	6	4,479	12	4,237
Tipton.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Union County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

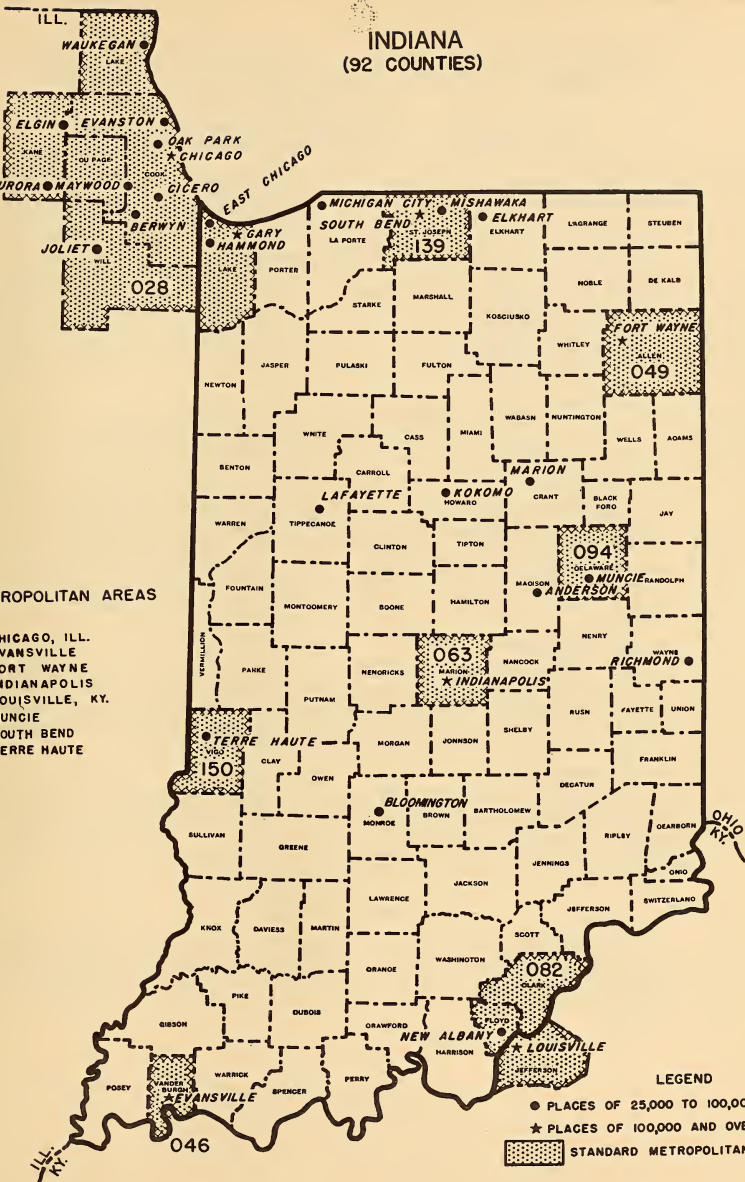
6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
Vanderburgh County.....	289	15,124	279,365	3,636	143	212	114,934	77	118,428	
Evansville.....	277	14,351	264,059	3,463	138	206	108,754	71	111,963	
Remainder of County.....	12	783	154,306	173	5	6	6,080	6	6,465	
Vermillion County.....	19	176	34,630	76	26	7	1,760	12	3,557	
Clinton.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)	
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)	
Vigo County.....	185	7,161	129,178	1,842	99	141	53,649	44	37,083	
Terre Haute.....	166	6,895	123,960	1,763	84	131	52,581	35	31,205	
Remainder of County.....	19	266	5,218	79	15	10	1,069	9	5,680	
Wabash County.....	46	894	164,310	323	40	16	11,414	30	9,323	
Wabash.....	22	598	111,303	201	21	11	8,169	11	2,867	
Remainder of County.....	24	300	54,007	122	19	5	3,245	19	6,456	
Warren County.....	18	158	34,033	58	11	4	1,012	14	4,841	
Warrick County.....	14	208	44,315	81	15	6	1,736	8	2,247	
Boonville.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)	
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Washington County.....	13	218	44,751	83	11	3	1,485	10	4,344	
Wayne County.....	106	4,258	864,142	14,160	59	68	354,134	38	524,110	
Richmond.....	72	3,519	684,007	924	36	55	324,662	17	94,970	
Remainder of County.....	34	739	184,135	236	23	13	24,472	21	424,140	
Wells County.....	38	654	134,415	186	29	15	44,395	23	54,903	
Bluffton.....	19	(D)	(D)	(D)	(D)	13	(D)	6	(D)	
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)	
White County.....	43	352	84,039	123	34	10	5,188	33	134,016	
Whitley County.....	22	328	64,791	109	14	6	1,076	16	154,206	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

10



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-15

IOWA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers			Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Iowa, total.....1954..	5,625	137,289	2,671,091	37,431	3,834	2,179	1,307,388	3,446	2,422,246
1948..	5,320	97,751	1,872,419	34,532	3,632	1,767	949,132	3,553	2,276,378
Adair County.....	30	286	5,317	140	25	0	1,645	24	9,047
Adams County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Allamakee County.....	30	366	7,258	118	16	9	3,965	21	15,104
Appanoose County.....	30	179	3,766	91	30	8	1,661	22	3,781
Centerville.....	21	(D)	(D)	(D)	(D)	6	(D)	15	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Andrew County.....	25	196	3,816	84	24	6	2,304	19	3,989
Benton County.....	51	440	7,948	134	37	11	1,024	40	16,024
Black Hawk County.....	182	6,339	126,154	1,511	104	118	54,469	64	38,480
Cedar Falls.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Waterloo.....	149	5,942	117,428	1,371	77	102	51,992	47	34,205
Remainder of County.....	22	(D)	(D)	(D)	(D)	7	(D)	15	(D)
Boone County.....	35	353	7,557	159	27	12	3,538	23	9,630
Boonville.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Bremer County.....	44	784	14,873	277	35	11	4,470	33	19,901
Waverly.....	17	275	5,025	86	9	3	785	14	12,114
Remainder of County.....	27	509	9,850	191	26	8	3,685	19	7,781
Buchanan County.....	41	332	5,820	110	33	11	3,035	30	6,473
Buna Vista County.....	60	565	10,689	175	40	20	6,390	40	12,413
Swan Lake.....	22	314	5,750	94	20	12	4,440	10	2,280
Remainder of County.....	38	251	4,939	81	20	8	2,159	30	10,133
Butler County.....	42	302	6,400	116	36	3	292	39	17,489
Calhoun County.....	46	(D)	(D)	(D)	(D)	2	(D)	44	(D)
Carroll County.....	64	1,511	27,371	317	48	18	13,210	46	23,206
Carroll.....	28	(D)	(D)	(D)	(D)	13	(D)	15	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	5	(D)	31	(D)
Cass County.....	42	404	7,856	148	41	10	2,736	32	13,764
Atlantic.....	23	(D)	(D)	(D)	(D)	8	(D)	15	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Cedar County.....	35	387	8,052	220	18	8	760	27	11,535
Cerro Gordo County.....	125	3,604	74,629	962	60	69	30,547	56	68,980
Hamon City.....	35	31,883	64,869	809	37	28	27,717	35	61,302
Remainder of County.....	30	361	7,760	153	23	9	1,830	21	7,678
Charles County.....	28	285	6,045	97	17	4	719	24	12,565
Charokoe.....	14	(D)	(D)	(D)	(D)	3	(D)	11	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Chickasaw County.....	28	550	6,683	109	24	5	866	23	16,462
Clarke County.....	19	107	2,292	35	23	6	1,481	13	2,390
Clay County.....	57	1,317	25,489	283	36	22	6,806	35	36,713
Spencer.....	38	(D)	(D)	(D)	(D)	20	(D)	18	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Clayton County.....	41	305	6,146	111	32	14	2,385	27	15,546
Clinton County.....	77	1,034	21,303	302	52	37	7,297	40	15,971
Clinton.....	51	865	17,330	243	35	33	7,204	18	6,630
Remainder of County.....	26	169	3,973	59	17	4	93	22	9,341
Crawford County.....	53	461	10,265	175	39	12	16,840	41	13,035
Dallas County.....	61	503	9,182	242	48	10	3,755	51	18,546
Perry.....	20	(D)	(D)	(D)	(D)	7	(D)	13	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	3	(D)	38	(D)
Davis County.....	19	104	2,005	54	29	4	902	15	3,956
Decatur County.....	23	134	2,268	77	19	7	4,048	16	5,514
Delaware County.....	32	290	5,880	99	25	5	672	27	10,888
Des Moines County.....	90	3,455	64,876	893	39	62	30,749	28	21,775
Burlington.....	82	3,380	63,620	864	36	59	30,187	23	20,696
Remainder of County.....	8	75	1,256	27	3	5	562	5	1,079
Dickinson County.....	30	180	4,055	67	28	4	1,107	26	8,701
Dubuque County.....	124	5,340	117,802	1,389	59	73	32,473	51	58,772
Dubuque.....	104	5,072	111,486	1,314	45	69	31,938	35	52,140
Remainder of County.....	20	268	6,316	75	14	4	1,475	16	6,632
Emet County.....	38	630	13,645	256	29	11	2,701	27	17,179
Estherville.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Fayette County.....	54	475	9,829	227	55	23	5,624	41	12,255
Delwin.....	23	335	6,918	108	11	10	3,459	23	2,820
Remainder of County.....	41	240	4,911	119	29	12	2,195	29	10,135

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Floyd County.....	44	379	7,020	121	30	11	2,380	33	18,888
Charles City.....	24	279	4,946	88	17	8	1,780	16	14,160
Remainder of County.....	20	100	2,074	35	13	3	600	17	4,725
Franklin County.....	40	570	10,806	175	32	9	3,925	31	13,377
Fremont County.....	18	147	2,826	51	13	3	2,965	15	2,686
Greene County.....	39	255	4,906	95	32	8	2,213	31	6,999
Grundy County.....	30	247	4,766	74	19	3	900	27	6,423
Guthrie County.....	40	270	7,941	212	35	6	654	34	11,387
Hamilton County.....	53	423	8,577	147	33	8	1,077	45	25,661
Weberster City.....	20	246	5,084	85	16	5	495	15	14,325
Remainder of County.....	33	177	3,493	62	17	3	582	30	11,356
Hancock County.....	38	(D)	(D)	(D)	(D)	2	(D)	36	(D)
Hardin County.....	72	864	17,125	303	52	18	9,377	54	23,833
Harrison County.....	45	226	3,932	85	31	7	1,010	38	7,182
Henry County.....	37	418	8,460	158	24	10	1,899	27	6,641
Mount Pleasant.....	18	274	5,761	95	13	6	1,435	12	2,745
Remainder of County.....	19	144	2,699	63	11	4	464	15	3,896
Howard County.....	31	361	5,819	162	20	7	3,359	24	13,741
Humboldt County.....	33	214	4,265	82	20	4	2,029	29	12,490
Ida County.....	23	(D)	(D)	(D)	(D)	1	(D)	22	(D)
Iowa County.....	31	575	15,956	187	23	3	646	28	21,268
Jackson County.....	23	282	5,348	99	18	3	573	20	12,456
Jasper County.....	58	2,370	42,699	680	60	22	14,369	36	18,276
Newton.....	28	2,115	39,837	610	27	15	12,480	13	2,971
Remainder of County.....	30	255	2,842	70	33	7	1,889	23	11,305
Jefferson County.....	28	184	3,791	84	23	10	1,048	18	5,302
Fairfield.....	17	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	10	(D)
Johnson County.....	55	973	18,586	303	30	24	9,187	31	12,875
Iowa City.....	36	758	13,839	223	19	9	6,605	17	7,197
Remainder of County.....	19	215	4,747	80	11	5	2,582	14	5,678
Jones County.....	33	258	4,534	83	32	8	2,808	25	14,164
Keokuk County.....	36	310	6,222	139	36	6	1,975	30	15,480
Kossuth County.....	72	866	18,202	274	48	14	2,635	58	43,702
Algona.....	27	461	8,821	132	21	11	1,378	16	27,036
Remainder of County.....	45	405	9,381	142	27	3	1,257	42	16,667
Lee County.....	59	1,115	18,576	252	39	33	9,521	26	23,403
Fort Madison.....	18	246	4,762	62	13	11	5,431	7	4,082
Keokuk.....	32	777	12,032	153	20	22	4,090	10	15,987
Remainder of County.....	9	92	1,782	37	6	***	***	9	3,364
Linn County.....	254	9,610	188,663	2,353	119	157	94,983	97	79,778
Cedar Rapids.....	211	8,964	174,533	2,177	84	143	88,027	68	69,010
Marion.....	7	208	3,811	46	5	4	1,598	3	1,304
Remainder of County.....	36	438	10,319	130	30	10	5,058	26	9,464
Louis County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Lucas County.....	28	433	8,145	156	35	8	5,623	20	7,008
Chariton.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Lyon County.....	40	399	7,938	137	29	6	977	34	19,234
Madison County.....	21	125	2,564	78	22	3	1,370	18	5,549
Mahaska County.....	44	434	8,754	168	40	15	7,914	29	16,012
Oakloom.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	4	(D)	15	(D)
Marion County.....	39	348	6,268	156	28	8	1,110	31	20,621
Knoxville.....	15	113	2,289	54	12	3	506	12	11,928
Remainder of County.....	24	229	3,979	102	16	5	604	19	8,692
Marshall County.....	64	1,217	25,918	323	48	24	16,087	40	18,092
Marshalltown.....	43	(D)	(D)	(D)	(D)	22	(D)	21	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Hills County.....	20	135	2,399	52	16	3	143	17	3,437
Mitchell County.....	28	314	7,353	104	29	5	2,155	23	10,289
Monona County.....	36	249	5,874	95	22	6	1,818	30	6,568
Monroe County.....	12	65	1,270	48	16	3	79	9	6,099

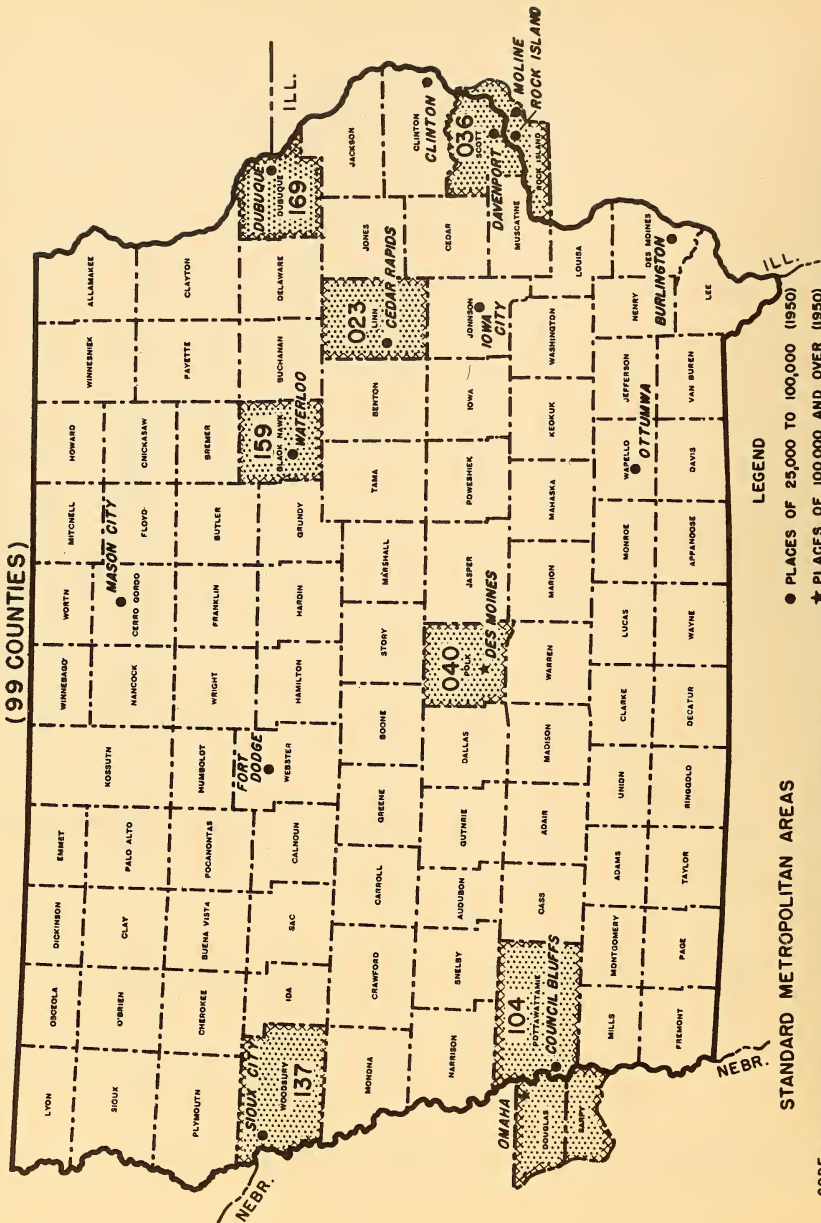
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments
			Payroll (Dollars)	Employees (Number)				
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Montgomery County.....	36	440	7,518	143	37	10	14,650	26
Red Oak.....	18	(D)	(D)	(D)	(D)	8	(D)	10
Remainder of County.....	18	(D)	(D)	(D)	(D)	2	(D)	16
Muscatine County.....	45	784	15,140	219	39	19	6,564	26
Muscatine.....	32	719	13,957	186	30	19	6,564	13
Remainder of County.....	13	65	1,183	33	9	***	***	13
O'Brien County.....	48	844	16,666	289	47	8	1,911	40
Oceola County.....	16	(D)	(D)	(D)	(D)	1	(D)	15
Paga County.....	46	531	10,930	177	31	16	9,087	30
Clarinda.....	18	186	3,803	69	16	8	3,962	10
Shenandoah.....	21	(D)	(D)	(D)	(D)	6	(D)	15
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5
Palo Alto County.....	41	471	9,295	156	27	9	4,226	32
Plymouth County.....	39	352	6,881	131	40	7	2,797	32
Le Mars.....	16	(D)	(D)	(D)	(D)	5	(D)	11
Remainder of County.....	23	(D)	(D)	(D)	(D)	2	(D)	21
Pocahontas County.....	44	926	17,413	317	32	11	20,055	33
Polk County.....	493	35,276	677,353	8,205	284	390	355,439	203
Des Moines.....	550	34,355	649,702	7,865	258	375	346,852	175
West Des Moines.....	8	192	3,348	38	6	4	1,717	4
Remainder of County.....	35	729	24,303	302	20	11	6,480	24
Portsmouth County.....	102	2,988	56,223	814	66	51	55,986	51
Le Mars.....	24	2,496	46,587	642	41	47	55,287	47
Remainder of County.....	38	492	9,676	172	25	4	6,999	34
Poweshiek County.....	50	581	12,924	227	43	11	2,846	39
Grinnell.....	20	279	5,311	88	20	8	1,556	12
Remainder of County.....	30	302	7,613	139	23	3	1,290	27
Ringgold County.....	17	(D)	(D)	(D)	(D)	2	(D)	15
Seo County.....	47	527	11,722	245	35	10	6,706	37
Scott County.....	243	10,832	216,474	2,498	106	146	87,111	67
Stettendorf.....	24	1,228	24,241	286	2	8	1,901	16
Davenport.....	204	9,459	188,661	2,144	94	134	84,884	70
Remainder of County.....	15	145	3,572	68	10	4	326	11
Shelby County.....	36	374	7,000	165	28	8	913	28
Siox County.....	60	818	15,468	340	41	17	5,980	43
Story County.....	55	628	12,831	215	48	8	1,125	47
Assa.....	19	(D)	(D)	(D)	(D)	7	(D)	12
Remainder of County.....	36	(D)	(D)	(D)	(D)	1	(D)	35
Tama County.....	51	387	7,668	154	37	13	5,383	38
Taylor County.....	24	292	5,585	127	29	4	432	20
Union County.....	33	483	8,880	144	29	17	4,745	16
Creighton.....	25	(D)	(D)	(D)	(D)	15	(D)	10
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6
Van Buren County.....	14	114	2,293	52	15	3	641	11
Wapello County.....	74	2,247	44,355	657	51	36	18,225	38
Ottumwa.....	60	(D)	(D)	(D)	(D)	34	(D)	26
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12
Warren County.....	25	(D)	(D)	(D)	(D)	2	(D)	23
Indianola.....	13	(D)	(D)	(D)	(D)	2	(D)	10
Remainder of County.....	13	(D)	(D)	(D)	(D)	***	***	13
Washington County.....	32	179	3,450	77	29	4	665	28
Washington.....	15	122	2,380	40	14	4	665	11
Remainder of County.....	17	57	1,070	37	15	***	***	17
Wayne County.....	22	90	1,750	60	19	6	1,219	16
Webster County.....	130	3,458	65,654	946	84	66	43,972	64
Fort Dodge.....	92	(D)	(D)	(D)	(D)	63	(D)	29
Remainder of County.....	38	(D)	(D)	(D)	(D)	3	(D)	35
Winnebago County.....	29	291	6,292	95	17	9	4,692	20
Winnebago.....	44	615	12,092	196	27	15	3,837	29
Decorah.....	25	246	4,735	91	14	12	3,859	13
Remainder of County.....	19	369	7,357	105	13	3	276	16
Woodbury County.....	338	14,135	252,202	3,425	233	188	196,121	150
Siox City.....	294	(D)	(D)	(D)	(D)	186	(D)	140
Remainder of County.....	42	(D)	(D)	(D)	(D)	2	(D)	40
Worth County.....	22	163	3,048	70	15	***	***	22
Wright County.....	52	838	19,479	282	36	9	5,856	43

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

IOWA (99 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-16

KANSAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Kansas, total.....1954..	4,262	89,103	1,806,954	24,738	2,706	1,701	945,750	2,561	1,078,958
1948..	4,158	60,078	1,149,727	22,409	2,576	1,245	796,804	2,913	1,254,990
Allen County.....	31	278	4,826	92	29	12	2,865	19	3,484
Iola.....	16	200	3,391	59	16	9	2,770	7	1,621
Remainder of County.....	15	78	1,435	33	13	3	90	12	1,463
Anderson County.....	24	165	4,045	82	20	7	997	17	2,953
Atchison County.....	46	1,472	30,997	392	26	27	15,531	19	2,803
Atchison.....	32	1,402	29,897	368	15	23	15,099	7	1,835
Remainder of County.....	14	70	1,150	24	10	4	432	10	964
Barber County.....	33	193	5,041	90	22	5	1,229	28	8,157
Barton County.....	109	2,382	50,665	607	61	50	25,825	59	15,691
Great Bend.....	58	1,258	11,698	470	24	36	21,867	20	9,428
Remainder of County.....	51	424	8,967	137	37	12	3,558	39	6,263
Bourbon County.....	29	224	4,654	112	25	9	2,613	20	5,072
Fort Scott.....	21	178	3,741	87	16	9	2,613	12	3,238
Remainder of County.....	8	44	913	25	4	***	***	8	1,834
Brown County.....	33	217	4,487	86	25	7	1,484	26	5,314
Butler County.....	51	573	10,406	156	44	25	8,719	26	5,837
El Dorado.....	25	417	7,405	110	19	16	5,532	7	2,015
Remainder of County.....	26	156	2,496	46	25	7	3,117	19	3,822
Chase County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Chautauque County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Cherokee County.....	21	300	6,543	98	21	10	3,801	11	3,772
Cheyenne County.....	19	94	1,371	37	12	***	***	19	12,046
Clark County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Clay County.....	28	201	3,803	91	29	7	831	21	7,975
Cloud County.....	46	895	21,787	321	27	15	10,518	31	11,745
Concordia.....	21	725	15,847	249	11	12	4,671	9	5,372
Remainder of County.....	25	170	5,940	72	16	3	847	22	6,393
Coffey County.....	29	117	2,377	58	20	5	590	24	3,457
Comanche County.....	17	130	2,739	63	7	4	526	13	7,614
Cowley County.....	70	859	16,851	318	48	33	9,720	37	7,651
Arkansas City.....	30	333	6,853	161	19	20	5,551	10	1,788
Winfield.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Crawford County.....	75	1,614	32,181	468	51	50	19,435	25	12,396
Pittsburg.....	48	1,424	27,995	384	31	37	17,406	11	9,657
Remainder of County.....	27	190	4,186	74	20	13	2,629	14	2,789
Decatur County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Dickinson County.....	54	434	8,369	181	32	13	5,968	41	9,247
Elaine.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	9	(D)	32	(D)
Doniphan County.....	11	100	2,171	40	8	***	***	11	2,762
Douglas County.....	39	526	11,551	198	27	20	5,323	19	4,135
Lawrence.....	32	(D)	(D)	(D)	(D)	18	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Edwards County.....	21	4	(D)	(D)	(D)	4	(D)	17	(D)
Elk County.....	11	28	553	14	11	3	707	8	921
Ellis County.....	46	592	10,700	196	36	21	6,737	25	6,800
Hays.....	19	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Ellsworth County.....	21	652	4,677	71	14	3	527	18	4,666
Finney County.....	32	239	14,564	194	13	17	3,270	15	6,077
Garden City.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Ford County.....	69	1,661	33,913	424	23	34	13,850	35	36,631
Dodge City.....	40	(D)	(D)	(D)	(D)	24	(D)	16	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	10	(D)	19	(D)
Franklin County.....	37	375	6,023	118	34	15	2,124	22	5,366
Ottawa.....	25	(D)	(D)	(D)	(D)	13	(D)	12	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Geary County.....	28	397	6,699	119	13	13	4,376	15	3,250
Junction City.....	24	385	6,465	115	17	13	4,974	11	2,962
Remainder of County.....	4	12	(2)	4	1	***	***	4	754
Gove County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)			(Number)	
Graham County.....	20	121	3,113	62	13	6	1,357	14	3,260
Grant County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Gray County.....	23	158	3,117	51	10	3	993	20	2,984
Greeley County.....	11	68	1,310	18	2	***	***	11	1,339
Greenwood County.....	24	109	2,151	45	20	9	1,694	15	2,658
Hamilton County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Harper County.....	53	288	5,640	118	22	9	1,532	44	5,395
Harvey County.....	39	488	8,062	186	23	11	1,758	28	6,617
Newton.....	20	(D)	(D)	(D)	(D)	9	(D)	11	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Haskell County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Hodgesman County.....	8	83	1,775	27	5	***	***	8	1,135
Jackson County.....	13	170	4,021	81	10	***	***	13	4,737
Jefferson County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Jewell County.....	20	80	1,605	49	15	***	***	20	3,644
Johnson County.....	61	1,435	35,552	368	54	24	31,177	37	12,523
Olathe.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	44	(D)	(D)	(D)	(D)	17	(D)	27	(D)
Kearny County.....	7	50	955	13	4	***	***	7	1,290
Kingman County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
Kiowa County.....	19	88	1,925	24	10	3	608	16	1,783
Labette County.....	47	404	8,153	147	46	18	4,457	29	12,685
Parsons.....	27	287	5,630	92	30	15	4,250	12	7,736
Remainder of County.....	20	117	2,523	55	16	3	207	17	4,949
Lane County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Leavenworth County.....	31	326	6,611	99	24	18	3,017	13	3,499
Leavenworth.....	27	310	6,318	94	19	18	3,017	9	2,574
Remainder of County.....	4	16	(2)	5	5	***	***	4	925
Lincoln County.....	26	112	2,372	56	8	6	1,596	20	3,691
Linn County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Logan County.....	28	(D)	(D)	(D)	(D)	2	(D)	26	(D)
Lyon County.....	59	574	9,644	190	52	27	5,658	32	9,903
Emporia.....	38	478	7,504	128	26	20	4,669	18	4,388
Remainder of County.....	21	96	2,140	62	26	7	989	14	5,515
McPherson County.....	51	688	13,437	223	38	14	18,062	37	8,176
McPherson.....	19	(D)	(D)	(D)	(D)	9	(D)	10	(D)
Remainder of County.....	32	(D)	(D)	(D)	(D)	5	(D)	27	(D)
Marion County.....	34	249	4,014	108	30	5	1,148	29	4,094
Marshall County.....	42	342	6,419	162	35	6	795	36	9,085
Mede County.....	25	180	3,452	75	10	5	1,414	20	4,043
Miami County.....	30	226	4,062	76	27	13	3,633	17	3,388
Mitchell County.....	27	214	3,833	114	21	6	2,106	21	4,731
Montgomery County.....	78	1,430	26,033	409	52	48	13,754	30	15,664
Coffeyville.....	15	933	16,524	253	25	27	8,790	8	7,343
Independence.....	27	351	6,551	105	16	16	4,255	11	2,955
Remainder of County.....	16	146	2,958	51	11	5	709	11	5,366
Morris County.....	18	61	1,271	46	18	3	139	15	2,920
Morton County.....	16	137	3,017	69	5	3	762	13	4,747
Nemaha County.....	33	284	5,790	128	18	5	863	28	6,341
Nemaha County.....	38	702	17,117	198	23	21	6,592	17	3,238
Chanute.....	25	503	9,623	153	17	18	5,538	7	1,024
Remainder of County.....	13	199	7,494	45	6	3	1,054	10	2,214
Ness County.....	30	177	2,973	70	15	***	***	30	5,940
Norton County.....	33	211	4,222	92	27	9	2,549	24	6,829
Osage County.....	19	96	1,956	48	18	5	526	14	4,647
Osborne County.....	27	(D)	(D)	(D)	(D)	1	(D)	26	(D)
Ottawa County.....	24	155	2,861	74	14	3	564	25	6,160

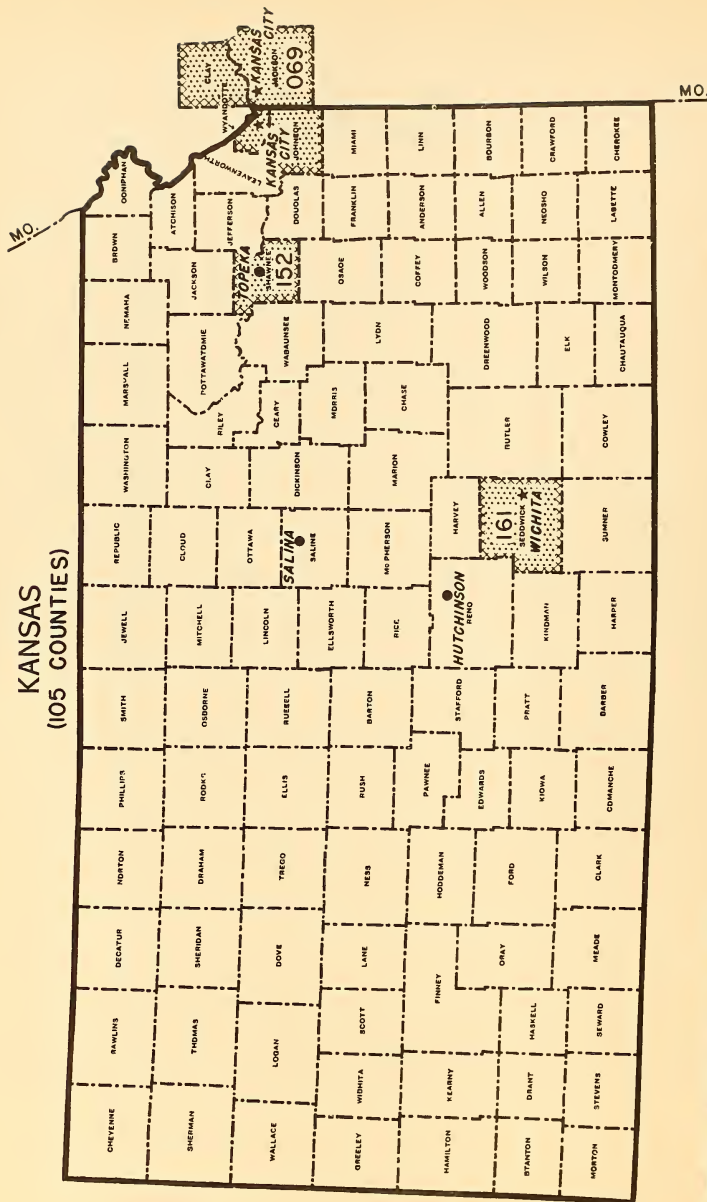
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Total				Merchant wholesalers		Other operating types	
		Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Pawnee County.....	29	314	6,561	126	17	4	289	25	9,938
Phillips County.....	27	193	3,612	84	29	4	1,949	23	6,647
Pottawatomie County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Pratt County.....	40	392	7,996	111	22	18	4,540	26	3,589
Pratt.....	21	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	12	(D)	17	(D)
Ravins County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Remo County.....	146	4,110	83,271	1,122	93	75	58,605	71	28,208
Retama.....	102	3,569	73,552	918	66	64	46,502	38	20,508
Remainder of County.....	44	541	10,319	204	27	11	12,103	33	7,700
Republic County.....	33	187	4,222	96	22	9	683	24	4,186
Rice County.....	49	553	9,757	182	30	16	7,292	33	12,280
Riley County.....	42	672	13,156	215	28	22	7,988	20	5,968
Manhattan.....	30	556	10,304	170	17	17	6,394	12	4,808
Remainder of County.....	12	116	2,652	45	11	4	1,394	8	1,160
Rocke County.....	39	216	4,677	92	22	11	3,305	28	8,891
Rush County.....	27	202	3,946	91	13	4	1,097	23	8,053
Russell County.....	48	371	8,423	127	23	19	8,944	26	4,846
Russell.....	25	270	5,327	77	10	7	6,377	13	3,456
Remainder of County.....	23	101	3,096	50	13	2	2,567	16	1,390
Saline County.....	109	3,768	75,426	977	74	68	77,446	41	32,707
Salina.....	97	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Scott County.....	16	81	1,796	39	10	5	449	11	2,122
Seelye County.....	585	26,790	344,771	6,261	308	403	264,501	182	261,421
Wichita.....	331	25,969	528,610	6,041	276	386	290,533	154	238,952
Remainder of County.....	54	825	15,961	220	33	17	13,968	37	22,469
Seward County.....	33	622	16,167	175	18	17	21,130	16	3,302
Liberal.....	28	(D)	(D)	(D)	(D)	15	(D)	3	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Shawnee County.....	180	7,928	159,446	2,001	91	126	85,220	54	24,916
Topeka.....	159	7,351	143,663	1,640	79	118	81,870	17	17,053
Remainder of County.....	21	577	15,783	161	12	8	3,350	13	7,823
Sheridan County.....	11	34	616	23	5	***	***	11	3,036
Sherman County.....	29	230	4,959	96	23	6	1,870	23	7,558
Smith County.....	25	151	3,088	51	22	4	2,337	21	2,838
Stafford County.....	31	156	2,637	42	14	3	643	28	4,793
Stanton County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Stevens County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Sumner County.....	72	452	10,231	176	44	10	5,871	62	8,225
Wellington.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	54	(D)	(D)	(D)	(D)	3	(D)	51	(D)
Thomas County.....	54	717	13,541	239	32	17	6,205	37	10,197
Trego County.....	16	75	1,413	49	9	***	***	16	6,886
Wabaunsee County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Wallace County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Washington County.....	34	402	7,704	158	19	5	1,070	29	9,655
Wichita County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Wilson County.....	24	150	2,501	60	21	8	490	16	4,519
Woodson County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Wyandotte County.....	194	13,373	270,698	3,104	102	130	119,984	64	145,724
Kansas City.....	11,628	1,292	22,080	2,383	55	117	106,406	51	109,369
Remainder of County.....	26	2,281	47,608	821	17	13	13,375	13	36,355

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

KANSAS (105 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE
069 KANSAS CITY, MO.
152 TOPEKA
161 WICHITA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)



STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade	Wholesale Trade	Selected Service Trades
<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Central Business District Bulletins <input type="checkbox"/> Census Volumes	<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes	<input type="checkbox"/> Area Bulletins <input type="checkbox"/> Subject Bulletins <input type="checkbox"/> Trade Bulletins <input type="checkbox"/> Census Volumes
<input type="checkbox"/> Public Merchandise Warehouses <input type="checkbox"/> 1954 Census of Business—Puerto Rico		

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-17

KENTUCKY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total			Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Kentucky, total.....1954..	2,717	104,061	2,039,866	29,981	1,846	1,719	964,532	998	1,220,630
.....1948..	2,266	85,507	1,301,164	25,153	1,634	1,311	765,786	955	904,073
Adair County.....	9	40	791	28	9	5	570	4	1,633
Allen County.....	7	21	(2)	22	8	3	77	4	1,442
Anderson County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Ballard County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Barren County.....	35	608	12,141	391	23	21	6,667	14	12,664
Clagow.....	26	(D)	(D)	(D)	(D)	14	(D)	12	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Beth County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Bell County.....	37	632	139,918	198	23	28	7,201	9	4,502
Middlesborough.....	29	(D)	(D)	(D)	(D)	22	(D)	7	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Boone County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Bourbon County.....	20	463	10,260	273	12	10	3,076	10	12,725
Paris.....	20	463	10,260	273	12	10	3,076	10	12,725
Remainder of County.....	...	...	...	...	...	...	...	...	...
Boyd County.....	61	2,459	45,839	691	39	50	22,393	11	10,234
Ashland.....	54	(D)	(D)	(D)	(D)	45	(D)	9	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Boyle County.....	27	676	12,475	381	23	16	8,369	11	16,350
Oanville.....	21	(D)	(D)	(D)	(D)	11	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Booken County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Breathitt County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Breckinridge County.....	8	31	657	16	7	3	257	5	1,086
Bullitt County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Butler County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Caldwell County.....	13	112	2,076	59	14	5	915	8	3,688
Princeton.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Calloway County.....	41	457	8,812	191	37	24	7,753	17	11,329
Murray.....	32	413	7,616	169	27	18	7,140	14	10,687
Remainder of County.....	9	44	1,196	22	10	6	613	3	642
Campbell County.....	30	1,109	20,860	246	17	24	14,117	6	1,465
Bellair.....	4	56	849	13	...	4	757	...	...
Dayton.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Port Thomas.....	...	...	...	...	...	...	...	...	...
Neopora.....	20	978	18,959	208	15	17	12,442	3	1,287
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Carlisle County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Carroll County.....	18	501	9,503	166	16	4	2,753	14	13,280
Carter County.....	9	69	1,319	28	7	4	1,657	5	1,636
Casey County.....	...	...	...	...	...	...	...	...	...
Christian County.....	45	749	15,687	389	34	21	6,818	24	17,509
Hopkinsville.....	41	(D)	(D)	(D)	(D)	20	(D)	21	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Clark County.....	28	402	7,991	191	21	16	3,192	12	11,240
Winchester.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Clay County.....	7	60	1,216	23	6	4	1,063	3	1,268
Clinton County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Crittenden County.....	6	79	1,113	20	6	3	569	3	1,066
Cumberland County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Daviess County.....	62	2,995	62,357	1,023	48	51	21,391	18	39,103
Owensboro.....	60	2,794	59,235	938	40	48	20,047	12	32,612
Remainder of County.....	9	201	3,122	85	8	3	1,344	6	6,491
Edmonson County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Elliott County.....	...	...	...	...	...	...	...	...	...
Estill County.....	7	62	1,146	21	5	4	831	3	648
Payette County.....	207	8,896	172,468	2,597	96	131	86,170	76	116,714
Lexington.....	196	(D)	(D)	(D)	(D)	123	(D)	73	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	8	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Fleming County.....	5	(01)	(01)	(01)	(01)	2	(01)	3	(01)
Floyd County.....	21	288	6,826	125	15	15	3,559	6	2,328
Franklin County.....	26	364	7,980	117	20	18	3,488	8	2,674
Frankfort.....	3	(01)	(01)	(01)	(01)	17	(01)	6	(01)
Remainder of County.....	3	(01)	(01)	(01)	(01)	1	(01)	2	(01)
Fulton County.....	21	416	8,956	157	15	11	2,269	10	5,513
Gallatin County.....	6	(01)	(01)	(01)	(01)	2	(01)	4	(01)
Garrard County.....	6	(01)	(01)	(01)	(01)	2	(01)	4	(01)
Grant County.....	4	20	(21)	8	4	***	***	4	1,277
Graves County.....	34	816	13,982	250	28	19	7,825	15	9,205
Mayfield.....	27	638	8,857	156	19	15	6,362	12	5,562
Remainder of County.....	7	177	5,125	94	9	4	1,463	3	3,623
Grayson County.....	10	200	2,996	75	13	3	3,238	7	2,375
Green County.....	7	(01)	(01)	(01)	(01)	2	(01)	5	(01)
Greensburg County.....	7	80	2,572	29	7	3	1,716	4	592
Hancock County.....	4	22	(21)	17	3	***	***	4	646
Hardin County.....	25	423	8,630	124	21	15	2,975	10	8,233
Elizabethton.....	21	363	7,850	110	16	11	2,573	10	4,233
Remainder of County.....	4	40	780	14	5	4	402	***	***
Harlan County.....	34	1,474	27,016	384	11	28	16,206	6	3,816
Harrison County.....	12	143	5,018	162	8	3	188	9	8,521
Hart County.....	14	(01)	(01)	(01)	(01)	2	(01)	12	(01)
Henderson County.....	31	752	15,217	235	17	23	11,583	8	7,358
Henderson.....	28	729	14,567	222	14	20	11,035	8	7,358
Remainder of County.....	3	23	650	13	3	3	548	***	***
Henry County.....	5	20	(21)	11	6	***	***	5	913
Hickman County.....	5	(01)	(01)	(01)	(01)	1	(01)	4	(01)
Hopkins County.....	30	394	9,066	134	24	20	6,551	10	3,642
Madisonville.....	21	269	5,981	82	17	15	3,012	6	2,476
Remainder of County.....	9	125	3,085	52	7	5	3,539	4	1,166
Jackson County.....	***	(01)	(01)	(01)	(01)	***	(01)	***	***
Jefferson County.....	448	60,405	1,181,927	14,524	453	611	512,240	237	618,331
Louisville.....	810	58,515	1,182,117	14,013	432	585	502,494	225	586,702
Remainder of County.....	38	1,890	39,810	511	21	26	9,746	12	31,629
Jessamine County.....	3	(01)	(01)	(01)	(01)	1	(01)	2	(01)
Johnson County.....	23	589	12,054	198	13	16	7,890	7	3,976
Kenton County.....	64	2,260	43,980	565	48	24	23,105	10	18,773
Covington.....	51	2,028	39,750	511	38	24	20,942	7	17,064
Ludlow.....	1	(01)	(01)	(01)	(01)	1	(01)	***	***
Remainder of County.....	12	(01)	(01)	(01)	(01)	9	(01)	3	(01)
Knott County.....	2	(01)	(01)	(01)	(01)	2	(01)	***	***
Knox County.....	12	66	1,352	34	16	8	1,021	4	1,921
Corbin (part).....	2	(01)	(01)	(01)	(01)	1	(01)	1	(01)
Remainder of County.....	10	(01)	(01)	(01)	(01)	7	(01)	3	(01)
Larue County.....	2	(01)	(01)	(01)	(01)	1	(01)	1	(01)
Laurel County.....	20	519	9,003	251	28	11	10,179	9	10,825
Lawrence County.....	5	(01)	(01)	(01)	(01)	3	(01)	2	(01)
Lee County.....	5	(01)	(01)	(01)	(01)	1	(01)	4	(01)
Leslie County.....	1	(01)	(01)	(01)	(01)	1	(01)	***	***
Letcher County.....	13	243	4,866	77	8	8	3,335	5	1,482
Jenkins.....	1	(01)	(01)	(01)	(01)	1	(01)	***	***
Remainder of County.....	12	(01)	(01)	(01)	(01)	7	(01)	5	(01)
Lewis County.....	1	(01)	(01)	(01)	(01)	***	***	1	(01)
Lincoln County.....	10	70	1,595	50	6	5	743	5	2,422
Livingston County.....	***	***	***	***	***	***	***	***	***
Logan County.....	18	146	2,642	85	16	4	631	14	6,990
Lyon County.....	2	(01)	(01)	(01)	(01)	1	(01)	1	(01)
McCracken County.....	113	4,351	73,681	1,036	78	83	40,602	30	29,474
Falmouth.....	107	(01)	(01)	(01)	(01)	79	(01)	28	(01)
Remainder of County.....	6	(01)	(01)	(01)	(01)	4	(01)	2	(01)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Corbin is in Knox and Whitley counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
McCreary County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
McLean County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Madison County.....	31	551	10,568	242	29	19	5,658	12	12,531
Richmond.....	6	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Magoffin County.....	5	61	1,298	30	3	5	1,574	***	***
Marion County.....	17	141	2,941	96	14	7	906	10	7,025
Marshall County.....	7	46	951	34	5	3	325	4	1,243
Martin County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Mason County.....	43	896	23,259	606	27	23	6,527	20	25,024
Maysville.....	35	(D)	(D)	(D)	(D)	21	(D)	14	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Meade County.....	3	11	(Z)	4	4	***	***	3	632
Meigs County.....	***	***	***	***	***	***	***	***	***
Mercer County.....	16	160	2,237	76	21	5	2,038	11	8,835
Harrodsburg.....	15	(D)	(D)	(D)	(D)	4	(D)	11	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Metcalfe County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Monroe County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Montgomery County.....	17	252	5,503	145	16	8	2,243	9	8,390
Mount Sterling.....	17	232	5,503	145	16	8	2,243	9	8,390
Remainder of County.....	***	***	***	***	***	***	***	***	***
Morgan County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Muhlenberg County.....	25	363	6,139	139	23	15	5,729	10	2,987
Nelson County.....	17	335	6,621	142	15	10	4,219	7	5,580
Nicholas County.....	4	26	(Z)	15	2	***	***	4	1,633
Ohio County.....	5	19	(Z)	9	5	***	***	5	1,630
Oldham County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Owen County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Owsley County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Pendleton County.....	9	77	1,544	29	11	4	676	5	1,061
Perry County.....	24	637	15,788	159	17	19	7,467	5	2,456
Hassett.....	10	258	5,591	70	4	10	2,724	***	***
Remainder of County.....	14	379	10,197	89	13	9	4,743	5	2,456
Pike County.....	40	633	14,158	215	21	30	8,365	10	5,824
Pikeville.....	21	459	10,091	156	9	17	6,987	4	2,467
Remainder of County.....	19	174	4,067	59	12	13	1,378	6	3,357
Powell County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	(D)
Pulaski County.....	30	615	10,983	246	21	21	7,508	9	8,992
Somerset.....	15	227	4,473	96	13	10	3,688	5	4,206
Remainder of County.....	15	388	6,510	150	8	11	3,820	4	4,786
Robertson County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Rockcastle County.....	3	10	(Z)	4	2	***	***	3	714
Rown County.....	8	81	1,150	28	6	4	1,208	4	1,265
Russell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Scott County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Seaton County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	***	***	***	***	***	***	***	***	***
Shelby County.....	18	316	8,522	192	16	6	1,673	12	12,510
Simpson County.....	21	412	6,263	148	13	10	5,644	11	4,485
Spencer County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Taylor County.....	19	279	4,763	83	16	12	2,596	7	3,761
Todd County.....	10	74	1,850	44	12	3	439	7	2,078
Trigg County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Trimble County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Union County.....	13	148	3,007	57	14	5	1,383	8	3,096

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

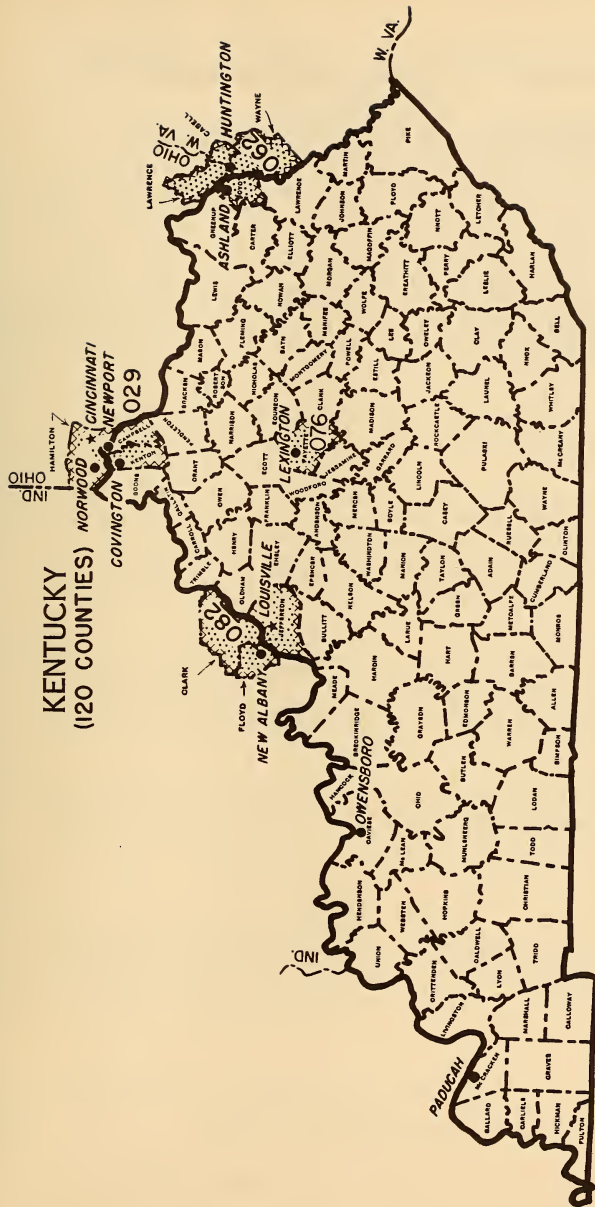
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Warren County.....	41	1,353	26,266	516	36	40	13,344	21	13,812
Rouling Green.....	7	(D)	(D)	(D)	(D)	39	(D)	18	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Washington County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Wayne County.....	7	55	968	21	8	4	419	3	1,718
Webster County.....	10	99	1,883	38	9	6	3,026	4	684
Whitley County.....	19	224	4,344	11	20	13	3,114	6	2,142
Corbin (part).....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Wolfe County.....	***	***	***	***	***	***	***	***	***
Woodford County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Corbin is in Knox and Whitley counties.

KENTUCKY (120 COUNTIES) NORWOOD



STANDARD METROPOLITAN AREAS

CODE

- 029 CINCINNATI, OHIO
- 062 HUNTINGTON, W. VA.
- ASHLAND, KY
- 076 LEXINGTON
- 082 LOUISVILLE

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-18

LOUISIANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

Parish and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses November	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
(Number)	(1,000)				(Number)	(Number)		(Number)	
Louisiana, total.....1954..	3,633	144,994	2,896,606	40,120	2,229	2,440	1,616,388	1,193	1,267,169
.....1948..	2,872	100,145	1,977,018	34,725	1,752	1,701	1,150,849	971	985,976
Acadia Parish.....	63	1,330	27,318	609	51	33	20,417	30	8,175
Acadiana.....	33	640	12,796	276	33	18	8,377	15	4,862
Bayne.....	13	159	3,238	68	8	8	2,682	5	890
Remainder of Parish.....	17	536	11,284	265	10	7	9,158	10	3,303
Allen Parish.....	8	71	1,302	18	5	3	1,072	5	1,057
Orlando.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of Parish.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Ascension Parish.....	15	295	5,235	82	11	9	4,242	6	1,825
Assumption Parish.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Avoyelles Parish.....	28	357	7,466	175	24	14	5,349	14	3,504
Beauregard Parish.....	12	140	2,853	67	16	8	2,749	4	1,744
De Ridder.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of Parish.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Bienville Parish.....	11	49	939	22	7	3	207	8	1,070
Bossier Parish.....	35	949	20,422	318	14	19	6,498	16	8,312
Bossier City.....	18	532	11,013	185	3	11	4,564	7	2,453
Remainder of Parish.....	17	417	9,809	133	11	8	1,930	9	5,859
Caddo Parish.....	374	18,323	360,517	4,753	214	271	188,130	103	118,924
Shreveport.....	342	17,270	339,771	4,483	196	250	174,794	92	111,479
Remainder of Parish.....	32	1,053	20,646	270	18	21	13,336	11	7,445
Calcasieu Parish.....	120	5,391	104,748	1,305	57	91	62,407	29	23,768
Lake Charles.....	96	4,548	89,438	1,103	47	77	55,361	19	19,054
Sulphur.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Remainder of Parish.....	18	(D)	(D)	(D)	(D)	10	(D)	8	(D)
Caldwell Parish.....	...	...	...	...	...	...	...	...	...
Cameron Parish.....	6	121	4,355	78	6	3	860	3	908
Catahoula Parish.....	9	79	1,741	41	10	3	967	6	1,441
Crisborne Parish.....	16	202	4,001	60	9	9	4,248	7	1,284
Concordia Parish.....	10	133	3,240	82	6	6	3,567	4	1,327
De Soto Parish.....	16	141	2,243	71	14	7	1,309	9	3,941
East Baton Rouge Parish.....	194	7,897	156,505	2,188	77	159	82,909	35	33,392
Baton Rouge.....	184	7,137	146,427	2,055	74	153	80,336	31	16,418
Remainder of Parish.....	10	420	10,078	133	3	6	2,573	4	16,979
East Carroll Parish.....	11	121	2,702	53	8	4	3,057	7	2,681
East Feliciana Parish.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Jackson.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Evangeliste Parish.....	17	183	3,604	90	13	8	3,461	9	3,077
Ville Platte.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of Parish.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Franklin Parish.....	18	255	5,521	128	19	8	10,787	10	5,722
Grant Parish.....	6	62	1,115	26	7	3	1,472	3	325
Iberia Parish.....	74	1,982	38,366	596	44	53	27,561	21	11,141
New Iberia.....	55	1,684	32,463	457	29	38	22,564	17	10,141
Remainder of Parish.....	19	298	5,903	139	15	15	4,997	4	1,000
Iberville Parish.....	21	226	4,226	65	17	11	3,141	10	2,513
Plaquemine.....	8	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of Parish.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Jackson Parish.....	10	34	656	17	8	5	613	5	636
Jefferson Parish.....	125	5,469	107,001	1,482	86	88	73,314	37	41,406
Gretna.....	14	303	5,441	75	11	11	4,433	3	3,384
Kenner.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Verdegre.....	11	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Remainder of Parish.....	98	4,528	86,607	1,074	65	67	64,274	27	32,626
Jefferson Davis Parish.....	35	441	9,670	230	26	17	7,710	18	3,649
Jennings.....	20	299	6,816	102	14	12	6,434	8	1,138
Remainder of Parish.....	15	142	2,854	128	12	5	1,276	10	2,511
Lafayette Parish.....	111	2,947	66,357	1,035	73	75	28,218	36	17,192
Lafayette.....	91	2,123	56,212	822	60	65	25,372	26	12,331
Remainder of Parish.....	20	424	10,145	213	13	10	2,846	10	4,861
Lafourche Parish.....	59	924	21,790	393	31	42	16,143	17	5,954
Thibodaux.....	23	411	7,854	163	17	17	8,153	6	2,468
Remainder of Parish.....	36	513	13,936	182	30	25	7,870	11	2,980
La Salle Parish.....	9	120	2,287	40	8	5	1,868	4	944
Lisbon Parish.....	27	341	6,959	132	18	18	6,610	9	2,070
Burton.....	23	(D)	(D)	(D)	(D)	15	(D)	8	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)

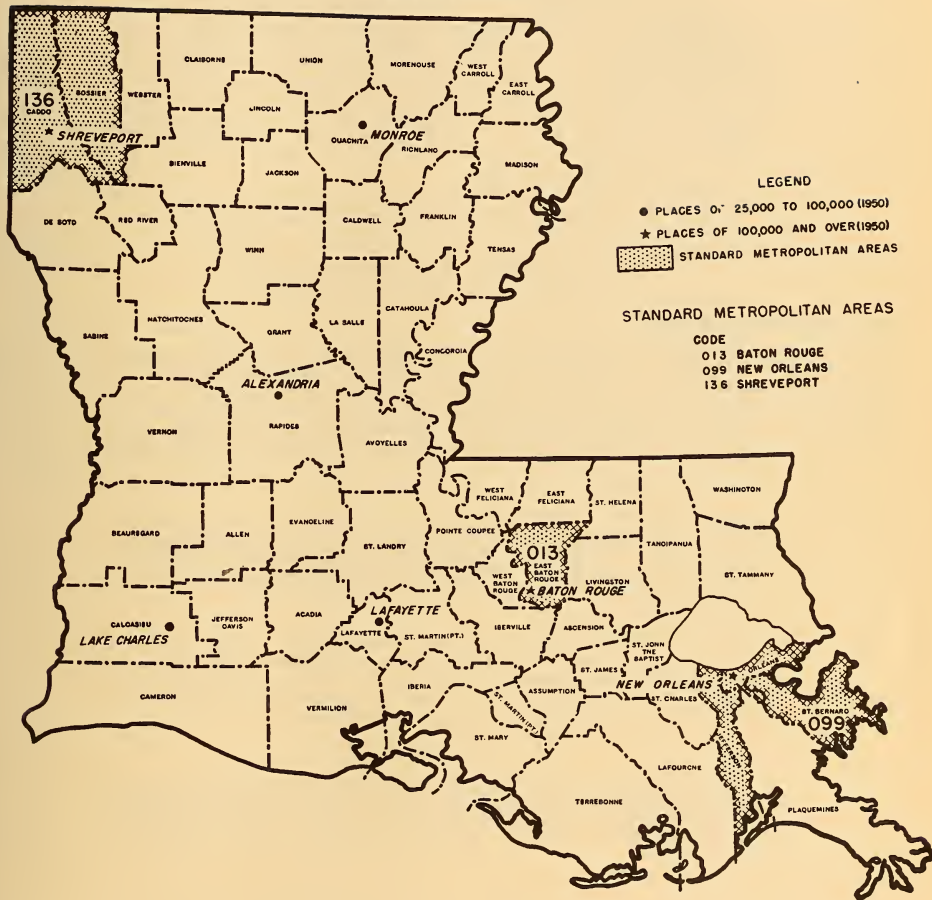
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

Parish and city	Total					Merchant-wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Livingston Parish.....	9	157	2,297	42	7	5	2,047	4	1,502
Madison Parish.....	15	351	8,237	119	4	9	13,625	6	3,129
Tallulah.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of Parish.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Morehouse Parish.....	17	136	2,783	70	12	9	1,228	8	3,029
Bastrop.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Natchitoches Parish.....	21	323	6,154	128	10	10	5,122	11	7,148
Natchitoches.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)
Remainder of Parish.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Orleans Parish (coextensive with New Orleans city).....	1,298	73,593	1,457,470	18,318	738	917	795,748	381	755,338
Ouachita Parish.....	139	6,712	133,861	1,432	85	108	73,739	31	21,026
Monroe.....	114	6,149	123,673	1,661	63	66	64,903	28	19,507
West Monroe.....	19	(D)	(D)	(D)	(D)	17	(D)	2	(D)
Remainder of Parish.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Flaquemine Parish.....	13	378	7,702	99	6	7	3,534	6	2,034
Pointe Coupee Parish.....	11	154	3,237	64	9	8	2,501	3	1,014
Rapides Parish.....	123	3,772	73,212	1,247	73	89	39,979	34	28,189
Alexandria.....	104	3,469	65,004	1,035	58	78	39,264	26	23,390
Pineville.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of Parish.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Red River Parish.....	4	128	2,044	43	2	***	***	4	1,095
Richland Parish.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Sabine Parish.....	1	211	4,392	98	10	6	2,286	5	931
St. Bernard Parish.....	18	1,667	34,407	362	8	6	2,208	12	44,567
St. Charles Parish.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
St. Helena Parish.....	***	***	***	***	***	***	***	***	***
St. James Parish.....	17	381	9,188	190	7	9	3,079	8	3,349
St. John the Baptist Parish.....	8	58	1,004	18	6	4	548	4	1,073
St. Landry Parish.....	90	1,694	37,431	974	71	42	17,097	48	15,507
Eunice.....	19	308	5,961	138	11	11	5,448	8	3,350
Opelousas.....	11	732	16,804	292	21	21	7,750	10	4,567
Remainder of Parish.....	0	654	15,564	544	39	10	5,899	10	7,590
St. Martin Parish.....	11	130	2,280	41	8	5	484	6	1,124
St. Mary Parish.....	43	1,137	24,681	441	29	31	10,515	12	4,160
Franklin.....	11	139	2,694	47	6	6	2,028	5	1,496
Morgan City.....	20	338	7,020	130	16	16	3,193	4	868
Remainder of Parish.....	12	660	14,967	264	7	9	5,294	3	1,796
St. Tammany Parish.....	28	353	6,974	169	17	15	4,497	13	2,383
Covington.....	14	232	4,740	108	7	7	2,142	7	1,300
Remainder of Parish.....	14	121	2,234	51	10	8	2,355	6	1,083
Tangipahoa Parish.....	70	446	16,299	337	52	47	11,480	23	11,319
Hammond.....	29	803	5,787	114	27	19	4,226	10	6,721
Remainder of Parish.....	41	543	10,512	223	25	28	7,254	13	4,598
Tensas Parish.....	5	40	951	16	4	***	***	5	1,311
Terrebonne Parish.....	76	1,519	35,174	466	45	59	29,554	17	9,604
Houma.....	51	951	22,447	284	36	10	20,515	10	7,058
Remainder of Parish.....	28	568	12,679	200	21	21	9,043	7	2,546
Union Parish.....	8	223	4,613	73	7	4	4,560	4	1,067
Vermilion Parish.....	32	329	6,506	132	22	14	3,614	18	8,527
Abbeville.....	17	188	3,306	66	12	9	3,034	8	1,646
Remainder of Parish.....	15	141	3,200	66	10	5	576	10	6,883
Vernon Parish.....	13	241	4,111	90	14	7	3,171	6	1,534
Washington Parish.....	29	458	9,104	173	16	19	6,340	10	3,412
Bayou.....	7	(D)	(D)	(D)	(D)	18	(D)	4	(D)
Remainder of Parish.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Webster Parish.....	24	309	6,827	104	17	10	2,174	14	3,782
Minden.....	16	227	4,684	73	13	7	1,945	9	2,351
Remainder of Parish.....	8	78	2,136	31	4	3	273	5	1,431
West Baton Rouge Parish.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
West Carroll Parish.....	8	39	1,334	23	5	4	1,103	4	1,236
West Feliciana Parish.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Winn Parish.....	13	214	4,059	41	9	6	3,150	7	1,524
Winfield.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of Parish.....	1	(D)	(D)	(D)	(D)	***	***	6	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

LOUISIANA (64 PARISHES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$ -----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-19

MAINE

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Maine, total.....1954.. 1949..	1,315 869	51,307 27,010	767,441 502,317	12,054 9,563	573 365	922 549	358,934 247,988	393 320	307,118 237,446
Androscoggin County.....	124	43,317	85,991	1,306	55	109	41,887	21	14,399
Auburn.....	51	(D)	(D)	(D)	(D)	43	(D)	8	(D)
Lewiston.....	67	4,413	49,840	747	28	55	29,276	12	6,689
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Aroostook County.....	162	3,482	62,153	1,137	80	64	23,058	98	37,653
Presque Isle.....	30	962	17,166	250	9	12	8,769	18	10,913
Remainder of County.....	132	4,523	44,967	887	71	52	14,089	80	26,740
Cumberland County.....	360	18,274	333,154	4,752	114	279	156,009	81	142,041
Portland.....	267	16,065	292,255	4,424	77	225	145,405	62	103,137
South Portland.....	29	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Westbrook.....	3	55	927	16	3	3	602	***	***
Remainder of County.....	41	(D)	(D)	(D)	(D)	32	(D)	9	(D)
Franklin County.....	9	182	3,357	45	10	6	583	3	1,640
Hancock County.....	44	533	8,373	158	30	36	6,882	8	3,198
Kennebec County.....	117	4,710	48,636	821	46	82	25,126	35	23,553
Augusta.....	44	1,282	23,525	274	19	33	13,085	11	6,425
Gardiner.....	12	308	5,949	115	5	8	2,323	4	2,504
Waterville.....	34	661	12,152	213	12	24	5,113	10	5,225
Remainder of County.....	27	459	7,210	119	10	17	2,605	10	9,398
Knox County.....	69	1,281	22,294	428	28	47	11,676	22	9,660
Rockland.....	41	828	15,638	299	15	27	6,722	14	5,800
Remainder of County.....	28	453	6,456	129	13	20	4,754	8	3,860
Lincoln County.....	29	(D)	(D)	(D)	(D)	26	(D)	3	(D)
Oxford County.....	38	509	10,387	179	21	21	3,660	17	5,403
Penobscot County.....	165	6,724	124,732	1,891	50	121	60,929	44	36,564
Bangor.....	106	5,408	99,070	1,461	28	67	52,108	19	27,157
Brewer.....	18	493	9,832	155	5	11	2,359	7	5,300
Old Town.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	39	(D)	(D)	(D)	(D)	21	(D)	18	(D)
Piscataquis County.....	16	126	2,338	38	12	7	311	9	1,727
Sagadahoc County.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Beth.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Somerset County.....	28	325	7,007	147	17	13	3,905	15	5,595
Waldo County.....	21	323	6,877	102	7	13	1,272	8	10,768
Belfast.....	10	(D)	(D)	(D)	(D)	6	(D)	4	(D)
Remainder of County.....	11	(D)	(D)	(D)	***	7	(D)	4	(D)
Washington County.....	39	514	10,495	324	24	27	4,102	12	4,439
York County.....	79	1,436	30,969	481	56	68	12,892	15	5,062
Biddeford.....	23	419	7,089	120	13	18	4,039	5	2,901
Saco.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	48	(D)	(D)	(D)	(D)	39	(D)	9	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

MAINE (16 COUNTIES)



U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 336

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-20

MARYLAND

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Maryland, total.....1954.....	3,034	140,943	2,612,117	35,227	1,831	2,207	1,101,963	827	1,473,613
1948.....	2,761	98,946	1,910,245	33,201	1,750	1,904	922,597	857	1,061,559
Allegany County.....	103	2,622	53,092	877	52	76	28,152	24	28,472
Cumberland.....	77	2,208	43,781	649	37	60	21,454	17	16,900
Frostburg.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	12	(D)	5	(D)
Anne Arundel County.....	55	3,205	331,709	600	25	48	15,933	7	7,118
Annapolis.....	26	(D)	(D)	(D)	(D)	25	(D)	3	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	23	(D)	4	(D)
Baltimore city (not part of Baltimore County).....	1,905	106,571	1,974,438	25,342	1,113	1,408	833,966	497	1,218,453
Baltimore County.....	110	4,235	73,809	946	73	84	45,866	26	23,796
Calvert County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Caroline County.....	17	297	6,167	119	13	9	2,393	8	4,275
Carroll County.....	42	801	16,235	259	33	26	5,703	16	6,574
Westminster.....	15	353	7,694	118	10	12	2,678	3	387
Remainder of County.....	27	448	8,541	141	23	16	3,025	13	6,187
Cecil County.....	22	648	13,535	189	18	16	7,078	6	2,321
Elkton.....	13	489	10,506	140	10	8	4,126	3	1,658
Remainder of County.....	9	149	3,031	49	7	6	2,952	3	663
Charles County.....	25	657	7,595	167	16	15	2,037	10	12,728
Dorchester County.....	31	492	9,950	267	38	28	3,929	7	4,349
Georgetown.....	15	(D)	(D)	(D)	(D)	10	(D)	5	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Frederick County.....	69	1,974	33,746	572	53	50	16,119	19	12,968
Frederick.....	52	1,727	28,917	450	46	38	15,670	14	9,558
Remainder of County.....	17	247	4,829	122	7	12	2,449	5	3,310
Garrett County.....	18	201	4,054	112	12	13	1,974	5	3,153
Harford County.....	30	1,095	18,230	291	24	15	7,635	15	18,330
Harve de Grace.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	13	(D)	13	(D)
Howard County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Kent County.....	17	328	5,758	119	10	9	1,026	8	5,411
Montgomery County.....	80	2,688	55,437	736	34	53	15,863	27	15,521
Rockville.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Takoma Park (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	69	(D)	(D)	(D)	(D)	44	(D)	25	(D)
Prince Georges County.....	98	4,186	81,832	1,017	53	74	27,654	24	28,266
College Park.....	6	174	2,635	40	2	3	866	3	2,675
Greenbelt.....	***	***	***	***	***	***	***	***	***
Hyattsville.....	18	317	6,064	76	11	12	2,111	6	2,361
Mt. Rainier.....	3	101	2,138	37	3	3	747	***	***
Riverdale.....	(1)	(D)	(D)	(D)	(D)	1	(D)	***	***
Takoma Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	68	3,577	70,496	854	35	53	23,524	15	23,230
Queen Annes County.....	25	583	10,015	226	19	16	3,236	9	5,113
St. Marys County.....	10	203	3,260	45	6	6	830	4	2,453
Somerset County.....	41	784	25,500	625	46	36	6,659	5	2,003
Talbot County.....	36	757	13,775	255	21	21	5,175	15	6,093
Washington County.....	139	4,604	96,998	1,205	65	99	40,724	40	31,989
Hagerstown.....	119	4,436	93,997	1,132	53	88	36,931	31	29,714
Remainder of County.....	20	166	3,201	73	12	11	1,773	9	2,275
Wicomico County.....	113	3,199	57,476	1,015	73	78	24,212	35	30,094
Salisbury.....	110	3,021	54,260	956	57	70	22,092	30	25,666
Remainder of County.....	13	176	3,216	59	16	8	2,120	5	4,422
Worcester County.....	34	529	11,876	194	29	19	4,327	15	6,854

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available.

n.e.c. Not elsewhere classified.

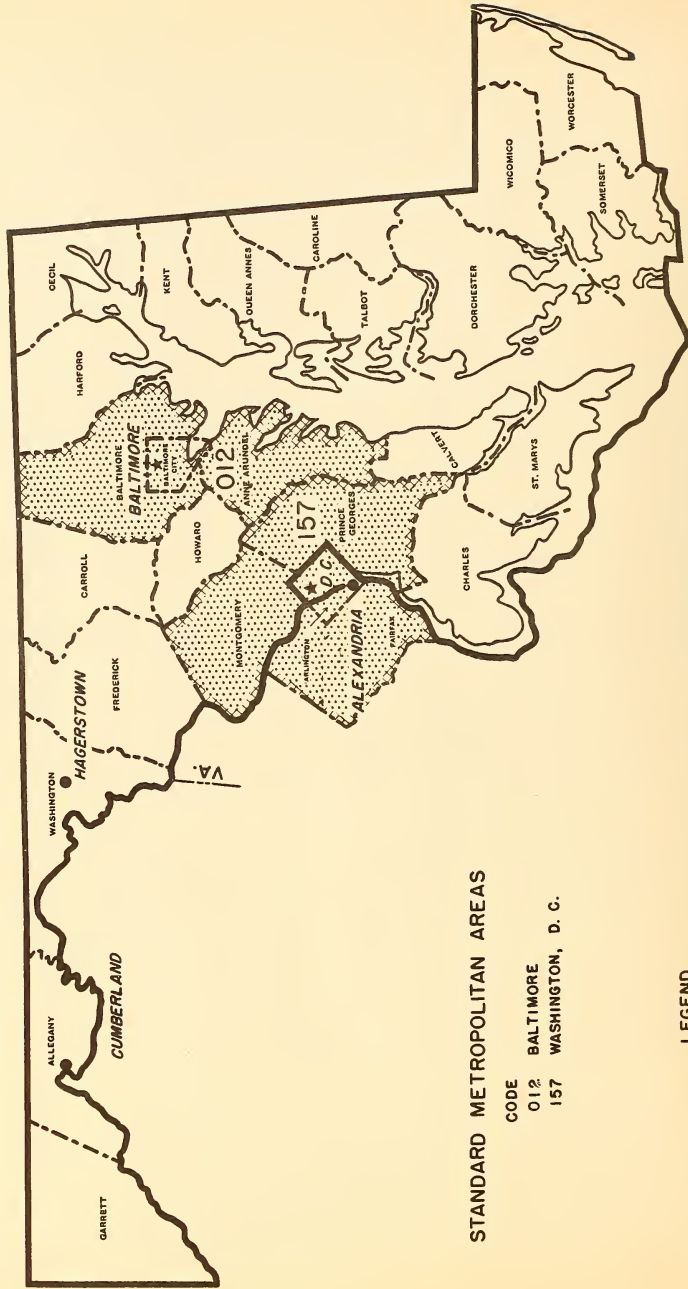
XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Takoma Park is in Montgomery and Prince Georges counties.

MARYLAND (23 COUNTIES AND 1 INDEPENDENT CITY) AND DISTRICT OF COLUMBIA



STANDARD METROPOLITAN AREAS

CODE	
012	BALTIMORE
157	WASHINGTON, D. C.

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

▨ STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Bldg.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

(PMGC)

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-21

MASSACHUSETTS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

19448

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE

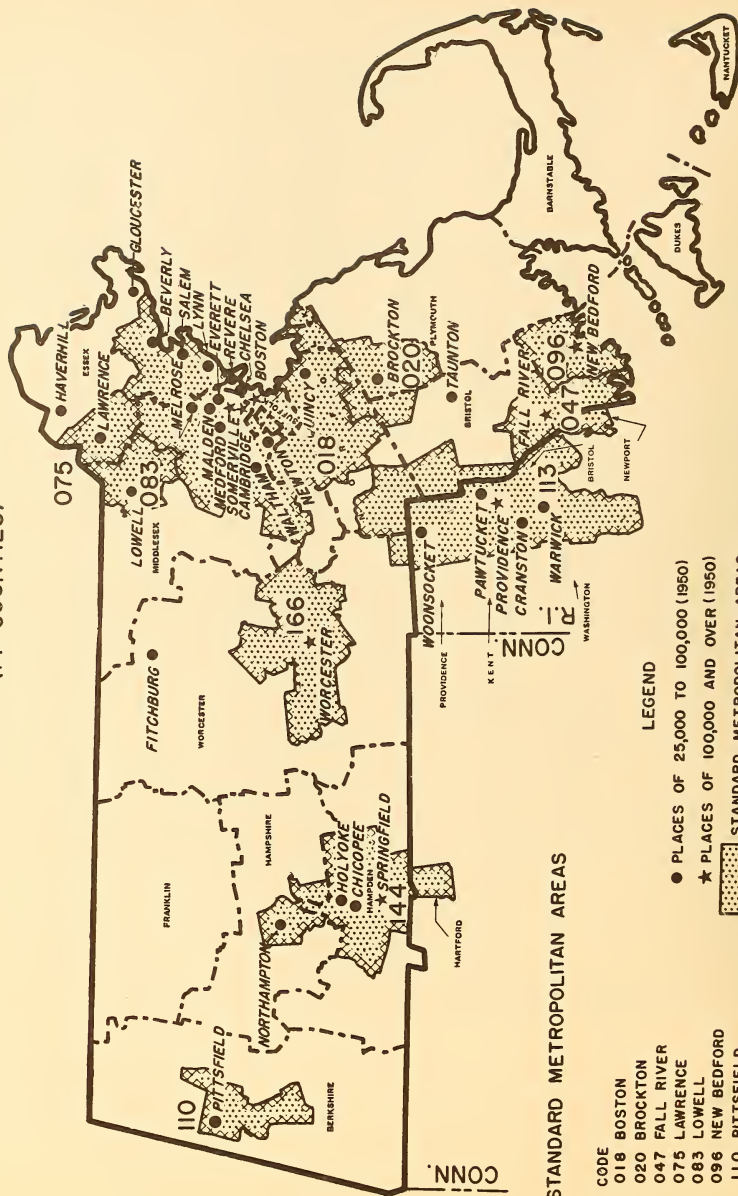
3

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Massachusetts, total.....1954.. 1948..	7,326 6,848	383,955 291,773	7,267,772 5,302,103	86,984 82,795	3,311 2,688	6,037 4,949	3,302,272 2,978,103	1,889 1,899	4,176,457 3,222,102
Barnstable County.....	50	1,604	30,744	383	26	31	9,008	19	11,795
Berkshire County.....	129	41,194	751,573	1,071	67	102	341,132	27	221,245
North Adams.....	32	1,625	151,928	187	15	27	101,314	3	3,967
Pittsfield.....	80	21,898	541,456	692	41	61	211,865	19	171,112
Remainder of County.....	17	269	51,887	81	11	14	1,952	3	1,166
Bristol County.....	421	14,446	266,880	4,189	216	373	162,677	48	63,403
Attleboro.....	22	107	107	107	107	21	107	107	107
Fall River.....	151	61,245	116,919	1,679	78	133	66,899	18	36,425
New Bedford.....	157	41,870	881,784	1,434	84	139	371,466	18	15,837
Taunton.....	42	1,588	32,467	459	17	35	20,262	7	8,987
Remainder of County.....	49	(D)	(D)	(D)	(D)	(D)	(D)	4	(D)
Dukes County.....	8	110	1,476	24	1	5	477	3	1,131
Essex County.....	529	17,336	327,324	4,522	277	462	174,577	67	99,277
Beverly.....	22	151	151	151	(D)	19	(D)	3	(D)
Glooucester.....	36	1,434	27,997	429	23	29	13,229	7	4,761
Haverhill.....	65	2,282	401,974	571	28	55	171,952	10	61,347
Lawrence.....	112	41,954	651,371	1,223	109	101	574,354	11	51,608
Lynn.....	107	31,435	591,858	840	64	95	36,651	12	7,987
Newburyport.....	10	152	2,718	40	7	7	1,254	3	1,385
Peabody.....	31	101	101	101	(D)	29	(D)	2	(D)
Salem.....	64	2,244	444,742	561	34	58	20,673	9	39,724
Remainder of County.....	82	1,637	31,008	465	52	72	16,250	10	12,192
Franklin County.....	47	1,070	20,117	306	19	33	5,556	14	10,853
Hampden County.....	571	281,945	562,113	7,103	247	458	232,357	113	157,587
Chicopee.....	22	1,186	221,665	273	11	16	81,987	6	81,370
Holyoke.....	77	31,152	681,362	807	37	70	324,893	7	61,312
Springfield.....	394	211,190	394,325	4,906	168	312	169,195	62	129,345
Westfield.....	16	1,370	40,672	436	9	13	4,466	3	4,539
Remainder of County.....	62	2,047	39,926	609	22	47	17,216	15	8,961
Hampshire County.....	43	1,745	484,009	612	28	35	10,218	8	61,533
Northampton.....	23	612	10,981	161	12	19	7,587	4	11,001
Remainder of County.....	20	1,132	33,028	451	16	16	2,631	4	5,332
Middlesex County.....	11,140	631,677	1,201,882	14,192	399	809	407,372	271	758,852
Cumbridge.....	293	231,648	432,270	4,862	70	213	160,632	80	162,057
Beverly.....	45	119.3	261,698	479	15	36	111,378	7	32,696
Lowell.....	105	21,722	480,049	751	36	92	27,347	13	10,560
Malden.....	68	2,214	431,712	625	27	53	171,051	15	22,939
Marlborough.....	13	156	31,011	42	8	13	11,851	4	11,851
Medford.....	44	2,058	37,881	505	16	35	10,153	9	11,701
Melrose.....	22	521	111,587	131	10	12	31,676	10	12,487
Newton.....	110	5,942	102,196	1,156	51	63	23,191	47	134,732
Somerville.....	117	5,355	107,309	1,288	40	107	57,350	10	9,070
Waltham.....	57	41,592	90,763	1,004	13	35	13,442	22	152,802
Woburn.....	14	341	91,650	131	6	11	2,435	3	6,276
Remainder of County.....	252	13,736	276,734	3,218	109	197	77,566	55	203,532
Nantucket County.....	***	***	***	***	***	***	***	***	***
Norfolk County.....	322	12,320	239,429	2,867	141	229	80,303	93	169,258
Quincy.....	86	21,613	491,368	708	40	64	211,782	22	32,574
Remainder of County.....	236	9,707	190,061	2,159	101	165	58,521	71	136,685
Plymouth County.....	202	6,326	118,893	1,714	137	172	53,204	30	43,555
Brookline.....	114	41,182	771,082	1,106	64	102	361,443	12	31,673
Remainder of County.....	88	2,144	41,611	608	73	70	16,761	18	11,662
Suffolk County.....	3,818	206,419	3,863,348	33,844	1,488	2,727	1,892,730	1,021	2,713,661
Boston.....	3,595	198,237	3,700,676	41,492	1,339	2,526	1,801,495	1,049	2,615,086
Chelsea.....	180	51,552	109,818	1,607	131	170	43,107	10	29,372
Roxbury.....	25	21,096	41,239	409	9	16	31,075	9	66,172
Remainder of County.....	18	532	111,612	166	9	15	44,913	3	3,531
Worcester County.....	646	26,543	515,427	6,229	265	541	279,601	105	118,066
Fitchburg.....	23	991	291,653	236	9	20	131,492	3	529
Uxbridge.....	26	1,499	91,611	122	7	20	31,425	6	51,565
Worcester.....	400	18,844	339,088	4,401	156	336	188,649	64	72,912
Remainder of County.....	131	31,460	791,319	862	66	110	26,640	21	20,846

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

MASSACHUSETTS (14 COUNTIES)



STANDARD METROPOLITAN AREAS

- CODE
- 018 BOSTON
- 020 BROCKTON
- 047 FALL RIVER
- 075 LAWRENCE
- 083 LOWELL
- 096 NEW BEDFORD
- 110 PITTSFIELD
- 113 PROVIDENCE, R.I.
- 144 SPRINGFIELD - HOLYOKE
- 166 WORCESTER

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-22

MICHIGAN

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Michigan, total.....1954.. 1948..	9,439 7,600	478,003 297,796	9,329,042 5,777,596	99,716 83,138	6,327 4,893	6,172 4,484	3,692,625 2,360,656	3,267 3,116	6,399,803 4,061,597
Alcona County.....	4	(0)	(0)	(0)	(0)	2	(0)	2	(0)
Alger County.....	9	37	804	12	10	4	546	5	810
Allegan County.....	51	1+179	17+871	294	49	17	10+723	34	11+062
Alpena County.....	47	1+157	23+947	340	30	35	9+869	12	6+025
Alpena.....	42	(0)	(0)	(0)	(0)	32	(0)	10	(0)
Remainder of County.....	5	(0)	(0)	(0)	(0)	3	(0)	2	(0)
Antrim County.....	13	87	1+534	31	13	6	472	7	1+169
Arenac County.....	17	165	3+159	68	18	9	1+361	8	3+471
Baraga County.....	15	76	1+918	34	11	8	682	7	1+185
Barry County.....	29	406	7+982	90	22	15	3+753	14	4+745
Hastings.....	12	254	5+169	46	8	6	2+072	6	3+494
Remainder of County.....	17	132	2+813	44	14	9	1+481	8	1+251
Bay County.....	122	6+233	106+559	1+458	82	91	62+095	31	39+960
Bay City.....	87	5+355	93+142	1+217	63	70	53+917	17	25+112
Remainder of County.....	35	878	15+417	241	19	21	8+178	14	14+818
Benzie County.....	7	29	678	9	3	3	236	4	1+064
Berrien County.....	151	4,082	72+666	962	116	102	34+211	49	27,873
Benton Harbor.....	67	1+839	31+210	464	44	44	16+334	23	10+167
Buchanan.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Calhoun.....	23	479	9+815	118	18	18	3+913	2	2+456
Calmar.....	14	(0)	(0)	(0)	(0)	11	(0)	3	(0)
St. Joseph.....	45	950	15+856	221	46	28	9+517	17	5,100
Remainder of County.....	48	1+035	16+572	306	40	28	10+176	20	18+465
Branch County.....	20	817	15+287	231	24	19	9+433	10	16+010
Goldwater.....	19	218	3+285	55	16	9	743	10	2+458
Remainder of County.....	165	4+814	112+261	1+270	87	102	28+823	43	47+139
Calhoun County.....	13	116	2+027	34	13	8	918	5	3+051
Albion.....	92	3+766	91+999	950	50	71	21+587	21	27+141
Battle Creek.....	14	361	6+999	83	6	3	3+332	5	3+262
Marshall.....	26	575	11+786	193	16	14	2+986	12	13+685
Remainder of County.....	33	766	13+308	215	27	22	10+210	11	3+282
Cass County.....	13	(0)	(0)	(0)	(0)	11	(0)	2	(0)
Dowagiac.....	20	(0)	(0)	(0)	(0)	11	(0)	9	(0)
Remainder of County.....	10	183	3+346	48	4	4	883	6	2+311
Charlevoix County.....	20	264	5+707	92	17	12	2+204	8	4+242
Cheboygan.....	14	(0)	(0)	(0)	(0)	10	(0)	4	(0)
Cheboygan.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Remainder of County.....	46	824	16+878	256	31	29	9+457	17	5+252
Chippewa County.....	34	679	14+168	221	23	24	8+653	10	3+651
Sault Ste. Marie.....	12	145	2+710	38	5	5	804	7	1+631
Remainder of County.....	15	193	3+760	71	11	4	1+057	11	4+251
Clare County.....	36	1+091	71+492	793	36	14	14+495	22	11+769
Clinton County.....	5	(0)	(0)	(0)	(0)	2	(0)	3	(0)
Crawford County.....	62	1+301	23+763	345	42	43	9+531	19	12+256
Delta County.....	43	969	18+669	257	32	32	8+121	11	5+827
Escanaba.....	19	352	5+094	88	10	11	1+410	8	6+429
Remainder of County.....	49	740	15+985	225	49	33	13+417	16	4+229
Dickinson County.....	35	484	10+629	159	37	37	7+024	12	3+304
Iron Mountain.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Hingford.....	12	(0)	(0)	(0)	(0)	9	(0)	3	(0)
Remainder of County.....	43	720	16+940	259	38	15	4+109	28	14+365
Eaton County.....	10	310	7+081	114	6	4	1+651	6	8+357
Charlotte.....	33	416	9+859	165	32	11	2+458	26	6+028
Remainder of County.....	27	632	14+199	173	20	18	5+373	9	3+920
Emet County.....	22	(0)	(0)	(0)	(0)	17	(0)	5	(0)
Etowah.....	5	(0)	(0)	(0)	(0)	1	(0)	4	(0)
Remainder of County.....	287	15+694	307+918	3+450	199	192	126+524	95	142+728
Genesee County.....	239	14+242	275+007	3+083	150	168	118+761	71	74+075
Flint.....	48	1+452	32+911	367	49	24	7+763	24	68+653
Remainder of County.....	11	129	2+739	64	9	4	1+511	7	2+251
Gladwin County.....	41	799	15+762	240	22	26	5+928	15	6+263
Gogebic County.....	22	528	10+315	158	9	4	4+343	4	3+552
Ironwood.....	19	265	5+487	82	13	8	1+585	11	2+731
Remainder of County.....	59	1+753	41+339	662	44	43	12+869	16	8+717
Grand Traverse County.....	44	1+335	34+544	517	34	34	9+585	10	5+451
Traverse City.....	15	418	6+895	125	10	9	3+264	6	3+266
Remainder of County.....									

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Grant County.....	56	1,606	33,786	516	35	28	13,253	28	15,148
Alma.....	16	492	9,545	116	11	12	7,556	4	1,232
Remainder of County.....	40	1,108	24,241	400	24	16	5,397	24	13,912
Hillsdale County.....	42	433	10,860	178	43	25	4,924	17	6,217
Hillsdale.....	16	303	8,200	127	16	9	1,466	7	4,302
Remainder of County.....	26	130	2,660	51	27	16	3,458	10	1,915
Houghton County.....	59	905	19,035	273	41	40	10,637	19	4,615
Hancock.....	18	181	5,184	77	11	14	2,077	4	778
Remainder of County.....	41	724	13,851	196	30	26	8,560	15	3,837
Huron County.....	61	1,093	19,598	295	20	27	15,461	34	12,973
Ingham County.....	287	14,110	267,353	2,344	130	207	147,224	80	78,934
East Lansing.....	4	42	1,110	14	4	4	630	...	...
Lansing.....	231	12,550	241,278	2,630	87	174	133,626	57	69,763
Remainder of County.....	52	1,498	25,005	300	39	29	12,968	23	9,171
Ionia County.....	44	497	9,625	165	39	19	4,553	25	8,191
Ionia.....	14	132	2,582	40	15	7	1,840	7	2,242
Remainder of County.....	30	365	7,043	126	24	12	2,713	18	5,949
Iosco County.....	15	151	3,118	41	10	6	4,471	9	1,831
Iron County.....	26	265	5,271	79	17	17	2,871	9	2,024
Isabella County.....	47	784	18,909	234	38	22	9,759	25	7,935
Mount Pleasant.....	29	534	10,245	144	23	14	6,928	15	5,410
Remainder of County.....	18	250	4,664	90	15	8	2,831	10	2,525
Jackson County.....	157	7,573	135,431	1,676	83	103	51,628	54	53,179
Jackson.....	122	6,399	120,531	1,453	57	82	40,445	40	47,709
Remainder of County.....	35	1,174	14,900	223	26	21	11,183	14	5,470
Kalamazoo County.....	227	10,908	203,610	2,319	121	156	64,936	71	75,501
Kalamazoo.....	188	8,609	157,397	1,847	93	137	63,807	51	54,380
Remainder of County.....	39	2,299	46,213	472	28	19	1,129	20	41,121
Kalamazoo.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Kalkaska County.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Kent County.....	650	31,499	606,384	7,016	362	451	318,408	199	222,998
East Grand Rapids.....	2	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
Grand Rapids.....	570	29,111	557,547	6,317	305	401	296,765	169	201,647
Remainder of County.....	78	(D)	(D)	(D)	(D)	49	(D)	29	(D)
Keweenaw County.....	...	...	...	...	...	...	...	...	...
Lake County.....	1	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
Lapeer County.....	43	626	12,396	176	23	17	5,087	26	7,781
Lapeer.....	22	340	6,927	88	13	12	4,075	10	3,633
Remainder of County.....	21	286	5,469	88	10	5	1,012	16	4,148
Leelanau County.....	10	273	5,570	65	6	3	837	7	4,318
Lenawee County.....	89	1,780	33,602	457	60	48	15,556	41	41,307
Adrian.....	44	986	18,694	253	29	31	4,175	13	29,966
Remainder of County.....	45	756	14,908	194	31	17	6,381	28	11,341
Livingston County.....	30	251	5,363	90	32	14	1,438	16	4,387
Luce County.....	10	149	2,969	40	3	6	781	4	1,309
Macdonald County.....	16	152	3,106	41	11	11	1,575	5	1,749
Macomb County.....	163	14,611	282,792	3,108	128	126	53,251	37	69,313
Center Line.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
East Detroit.....	19	881	18,720	219	25	19	8,651	2	...
Mount Clemens.....	40	1,380	27,641	30	30	30	13,428	...	7,361
Roseville.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
St. Clair Shores.....	3	33	650	11	1	3	801	...	...
Remainder of County.....	80	(D)	(D)	(D)	(D)	57	(D)	23	(D)
Manistee County.....	25	246	4,851	87	23	14	2,305	11	3,109
Manistee.....	17	(D)	(D)	(D)	(D)	12	(D)	5	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Marquette County.....	65	1,296	26,476	339	47	36	14,955	29	9,487
Marquette.....	17	408	8,585	122	14	12	7,254	5	1,222
Marquette.....	36	835	16,656	198	23	21	7,365	15	6,797
Marquette.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Marquette.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Marquette.....	33	419	8,952	131	29	21	4,357	12	5,244
Marquette.....	18	224	4,417	58	16	14	3,765	4	1,294
Marquette.....	15	195	4,535	73	13	7	592	8	3,050
Marquette.....	17	180	3,524	55	16	10	2,172	7	1,655
Marquette.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Marquette.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Marquette.....	38	667	13,674	191	28	27	8,426	11	2,977
Marquette.....	23	605	12,241	168	17	13	6,970	6	2,028
Marquette.....	15	62	1,433	29	15	10	1,456	5	952

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, work week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Midland County.....	22	385	71,197	109	22	11	21,888	11	3,535
Midland.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Missaukee County.....	8	65	11,205	20	9	3	654	5	1,411
Monroe County.....	69	11,278	24,915	348	57	42	11,596	27	16,118
Monroe.....	35	916	17,275	220	25	27	9,076	8	4,112
Remainder of County.....	34	362	17,540	128	32	15	2,520	19	11,992
Montcalm County.....	60	873	16,073	289	45	20	6,453	40	8,614
Greenville.....	14	221	3,309	53	7	6	1,233	8	2,127
Remainder of County.....	46	652	12,165	236	38	14	5,220	32	6,487
Montmorency County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Muskegon County.....	135	6,648	126,930	1,434	76	106	54,014	29	26,598
Muskegon.....	94	3,096	56,712	1,074	34	66	36,714	18	15,450
Muskegon Heights.....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)
Newaygo County.....	15	95	1,861	41	16	6	1,019	9	2,169
Oakland County.....	426	22,708	421,070	4,386	291	286	159,829	140	36,799
Berkeley.....	11	124	2,186	33	7	5	304	6	2,483
Birmingham.....	39	1,302	25,848	212	27	11	14,138	28	29,208
Clawson.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Ferndale.....	58	3,857	69,682	655	27	41	46,977	17	42,831
Ferndale.....	83	812	17,228	153	20	16	8,427	18	26,9
Grand Park.....	22	1,345	25,733	243	20	17	6,201	5	4,601
One Park.....	90	9,761	174,800	1,934	55	68	39,133	22	228,358
Pontiac.....	66	2,510	49,999	488	48	22	22,031	18	23,638
Remainder of County.....	116	(D)	(D)	(D)	(D)	75	(D)	41	(D)
Ocean County.....	11	102	1,616	29	12	7	411	4	1,127
Ogemaw County.....	14	185	3,872	62	12	4	1,955	10	2,599
Orion County.....	10	42	(Z)	15	8	4	443	6	1,096
Oscoda County.....	21	274	5,012	82	15	10	2,401	11	3,375
Oscoda County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Otsego County.....	11	125	2,178	32	7	4	948	7	3,091
Otsego County.....	115	2,747	54,246	740	94	82	36,404	33	25,623
Grand Haven.....	12	204	3,380	44	10	9	1,596	3	5,441
Grand Haven.....	35	999	19,111	30	22	10	669	8	2,426
Remainder of County.....	68	1,544	31,755	452	62	43	24,143	25	17,426
Presque Isle County.....	18	146	3,144	64	15	4	684	14	2,271
Roscommon County.....	13	68	1,732	26	9	10	1,032	3	677
Saginaw County.....	266	12,751	250,179	2,886	167	172	113,435	94	75,042
Saginaw.....	215	11,749	229,184	2,628	131	146	95,182	69	64,181
Remainder of County.....	51	1,002	20,995	258	36	26	18,253	25	10,861
St. Clair County.....	106	4,635	89,837	1,169	85	70	21,275	36	28,158
Port Huron.....	62	1,745	32,413	407	53	46	5,443	16	10,942
Remainder of County.....	44	3,090	57,424	762	32	24	5,832	20	17,213
St. Joseph County.....	60	1,177	24,144	381	42	36	15,453	24	11,123
Sturgis.....	20	737	15,448	246	15	16	7,423	4	5,169
Three Rivers.....	14	225	4,415	57	9	4	4,450	6	1,576
Remainder of County.....	26	215	4,281	78	18	10	3,580	16	4,384
Sanilac County.....	56	401	11,457	234	34	16	4,168	40	10,448
Schoolcraft County.....	15	159	3,751	57	12	10	1,841	5	1,527
Marquette.....	12	(D)	(D)	(D)	(D)	9	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Shiawassee County.....	66	1,327	28,682	372	63	36	16,960	30	20,479
Ocosoma.....	36	809	16,474	232	31	24	14,354	12	14,928
Remainder of County.....	30	518	12,208	140	32	12	2,608	18	5,551
Tuscola County.....	68	837	15,854	236	43	22	6,480	46	12,538
Van Buren County.....	51	941	16,585	203	50	22	6,298	29	9,403
South Haven.....	15	404	7,489	97	17	11	4,467	4	694
Remainder of County.....	36	537	9,096	106	33	11	1,831	25	8,709
Washtenaw County.....	114	3,440	68,185	794	69	82	31,193	32	23,341
Ann Arbor.....	64	2,006	36,909	462	35	54	24,062	10	6,056
Ypsilanti.....	17	668	15,943	142	14	12	2,688	5	8,026
Remainder of County.....	33	766	15,333	190	20	16	4,443	17	9,959
Wayne County.....	4,022	280,328	5,472,002	53,179	2,656	2,760	2,045,309	1,261	4,703,472
Allen Park.....	6	104	2,009	33	5	3	545	...	...
Dearborn.....	120	9,237	185,540	1,715	84	90	86,853	30	66,620
Detroit.....	3,548	247,676	4,853,642	46,633	2,341	2,399	1,819,004	1,149	4,358,959
Eastland.....	6	...	...	...	...	...	...	...	...
Garden City.....	4	54	1,258	15	3	4	489	...	...
Green Pointe.....	13	...	16,884	151	4	9	5,294	4	3,325
Green Pointe Farms.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Wayne County—Con.									
Grosse Pointe Park.....	11	194	3,349	30	7	5	1,064	6	4,309
Grosse Pointe Woods.....	11	98	2,053	24	8	5	780	6	5,153
Hautmanck.....	28	(D)	(D)	(D)	(D)	25	(D)	3	(D)
Highland Park.....	54	4,126	71,127	787	37	45	46,280	9	6,126
Inkster.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Lincoln Park.....	17	(D)	(D)	(D)	(D)	16	(D)	1	(D)
Livonia.....	18	(D)	(D)	(D)	(D)	17	(D)	1	(D)
Melvindale.....	6	201	4,577	55	3	6	2,433	***	***
Plymouth.....	11	261	4,604	54	7	8	3,218	3	1,580
River Rouge.....	13	2,427	36,851	479	7	8	4,873	5	104,026
Trenon.....	7	351	7,941	54	3	4	2,345	3	807
Warren.....	29	1,322	25,011	255	22	22	10,595	7	6,441
Wyandotte.....	38	2,055	43,220	432	23	30	19,991	8	26,059
Remainder of County.....	72	7,436	158,117	1,523	51	48	21,046	24	68,435
Wexford County.....	46	949	20,018	239	29	29	8,582	17	4,276
Oakfield.....	33	774	16,620	183	22	21	7,224	12	3,030
Remainder of County.....	13	175	3,398	56	7	8	1,358	5	746

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

MICHIGAN
(83 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-23

MINNESOTA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Minnesota, total.....1954..	6,090	239,760	4,735,233	57,100	3,500	2,828	2,240,248	3,262	3,189,882
.....1948..	5,392	162,650	3,154,364	52,082	2,845	2,143	1,980,830	3,249	2,866,956
Aitkin County.....	16	86	44616	89	14	4	864	12	14845
Anoka County.....	22	346	5486	77	14	9	2191	13	31515
Anoka.....	11	173	21348	39	8	3	1524	8	21510
Columbia Heights.....	5	(D)	(D)	(D)	2	(D)	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Becker County.....	34	318	81754	107	23	12	44205	22	31359
Detroit Lakes.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Beltrami County.....	47	786	254883	340	39	30	71552	17	31635
Brainerd.....	41	(D)	(D)	(D)	(D)	28	(D)	13	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Benton County.....	26	569	111662	172	12	8	11128	18	94072
St. Cloud (part).....	11	(D)	(D)	(D)	(D)	6	(D)	5	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Big Stone County.....	35	(D)	(D)	(D)	(D)	2	(D)	33	(D)
Blue Earth County.....	126	2,493	52,298	775	70	56	264748	70	22,471
Mankato.....	83	2,439	46,996	686	40	52	244932	31	9,506
Remainder of County.....	43	254	51302	89	30	4	17556	39	121965
Brown County.....	60	923	19462	310	38	17	64802	43	186624
New Ulm.....	20	350	11569	190	10	3	1416	14	54393
Remainder of County.....	40	393	71693	120	28	8	31386	32	131231
Carlton County.....	25	233	51155	74	22	7	1414	18	31507
Cloquet.....	10	125	21772	40	8	4	1064	6	14806
Remainder of County.....	15	108	21383	34	14	3	350	12	11701
Carver County.....	22	169	31336	54	18	6	691	16	31110
Cass County.....	21	189	31822	45	15	12	21122	9	14015
Chippewa County.....	49	798	16483	256	35	18	9618	31	20490
Monticello.....	19	391	76668	110	11	9	21555	10	64332
Remainder of County.....	30	407	91215	146	24	9	74063	21	144558
Chicago County.....	19	87	11723	34	18	5	557	14	24004
Clay County.....	76	1459	29401	490	26	28	11419	48	131194
Moorhead.....	40	(D)	(D)	(D)	(D)	26	(D)	14	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	2	(D)	34	(D)
Clearwater County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Cook County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Cottonwood County.....	46	325	74274	130	36	9	31540	37	131293
Crow Wing County.....	51	629	12438	172	41	31	71312	20	31845
Brainerd.....	23	570	111332	146	30	23	61387	14	21676
Remainder of County.....	14	59	14106	26	11	8	925	6	11175
DeKalb County.....	403	5,053	97,510	1,101	67	37	68133	66	405,958
Hastings (part).....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
South St. Paul.....	73	1,507	86,649	956	47	26	654873	47	397,837
West St. Paul.....	13	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Remainder of County.....	22	503	94811	126	15	8	14739	14	74511
Dodge County.....	30	257	51162	86	23	10	34856	20	104993
Douglas County.....	50	586	111283	184	39	16	34953	34	74692
Alexandria.....	29	479	91005	136	24	13	31853	15	54051
Remainder of County.....	21	107	21277	48	15	3	92	18	24441
Faribault County.....	56	462	94419	176	39	11	34851	45	214355
Fillmore County.....	57	619	124511	184	31	11	43378	46	254068
Freeborn County.....	60	1068	211507	320	38	27	201345	33	81264
Albert Lea.....	10	136	12458	177	26	13	17188	24	2454
Remainder of County.....	30	430	81852	143	18	5	31157	25	64000
Goodhue County.....	64	618	124904	209	44	20	44556	44	10427
Red Wing.....	24	254	51205	78	19	14	24938	10	24891
Remainder of County.....	40	364	74699	131	25	6	14618	34	74536
Grant County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Hennepin County.....	1,728	125,625	2,504,311	27,095	771	1,129	1,207,340	599	1,633,228
Crystal.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Edina.....	5	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Golden Valley.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Hopkins.....	15	(D)	(D)	(D)	(D)	5	(D)	10	(D)
Minneapolis.....	1,599	119,053	2,375,833	25,610	1,066	5	1125473	532	1,555,388
Richfield.....	7	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Robbinsdale.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
St. Louis Park.....	42	11562	30479	334	24	28	84736	22	40113
Remainder of County.....	49	1211	204571	254	29	23	11192	26	81446
Rush County.....	28	196	4587	89	24	6	14357	22	9,140

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

1st. Cloud is in Benton, Sherburne and Stearns counties. 2Hastings is in Dakota and Washington counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Hubbard County.....	18	103	1 802	37	19	7	541	11	1 767
Isanti County.....	13	94	1 536	30	13	5	452	8	2 172
Itasca County.....	54	414	9 328	185	36	28	5 824	26	5 171
Grand Rapids.....	30	258	5 312	70	21	18	4 605	12	1 762
Remainder of County.....	24	156	4 016	75	15	10	1 219	14	3 409
Jackson County.....	37	395	7 890	155	26	7	2 895	30	11 537
Kanabec County.....	7	58	1 215	15	2	3	306	4	552
Kandiyohi County.....	69	888	16 930	281	41	21	5 021	48	10 687
Willmar.....	35	669	12 144	194	16	18	4 710	17	4 077
Remainder of County.....	34	219	4 786	87	25	3	311	31	6 610
Kittson County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Koochiching County.....	25	142	3 429	60	21	12	940	13	2 032
International Falls.....	15	105	2 461	35	11	9	658	6	1 608
Remainder of County.....	10	37	968	25	10	3	282	7	624
Lac qui Parle County.....	27	(D)	(D)	(D)	(D)	3	(D)	24	(D)
Lake County.....	11	53	1 397	21	6	6	515	5	1 375
Lake of the Woods County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Le Sueur County.....	38	987	29 649	466	28	10	6 239	28	8 661
Lincoln County.....	16	93	1 975	31	9	***	***	16	2 889
Lyon County.....	59	1 366	20 012	348	37	19	7 822	40	18 322
Marshall.....	27	1 126	15 530	253	22	13	6 252	14	7 165
Remainder of County.....	32	234	4 482	95	15	6	1 570	26	11 157
McLeod County.....	52	354	8 221	163	50	15	3 115	37	6 571
Mahnomen County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Marshall County.....	48	282	5 393	93	34	4	476	44	9 082
Martin County.....	68	655	13 708	242	50	14	2 412	54	24 517
Fairmont.....	29	(D)	(D)	(D)	(D)	12	(D)	17	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
Meeker County.....	28	(D)	(D)	(D)	(D)	4	(D)	24	(D)
Miller Lake County.....	24	182	4 034	93	21	8	1 059	16	2 527
Morrison County.....	36	196	3 812	64	30	13	3 607	23	2 791
Little Falls.....	20	125	2 434	36	13	8	2 684	12	1 739
Remainder of County.....	16	71	1 378	28	17	5	923	11	1 052
Mower County.....	59	1 129	24 610	358	48	24	12 894	35	10 609
Austin.....	29	616	12 740	151	21	17	5 494	12	3 245
Remainder of County.....	30	623	11 870	207	27	7	7 400	23	7 304
Murray County.....	33	206	4 025	69	22	4	1 649	29	7 595
Nicollet County.....	28	220	10 050	151	12	10	3 317	18	3 757
St. Peter.....	13	182	4 599	74	8	3	1 561	10	1 685
Remainder of County.....	15	238	7 451	77	13	7	1 756	13	2 062
Nobles County.....	54	391	11 587	214	37	14	5 864	40	10 496
Northampton County.....	22	400	7 790	152	14	9	4 366	13	3 409
Remainder of County.....	32	191	5 797	62	23	5	1 098	27	5 087
Norman County.....	35	(D)	(D)	(D)	(D)	2	(D)	33	(D)
Olustee County.....	74	1 487	28 645	392	40	41	11 885	33	10 135
Rochester.....	56	1 289	29 393	330	29	36	10 407	20	4 794
Remainder of County.....	18	198	4 252	62	11	5	1 078	13	5 341
Otter Tail County.....	77	1 209	24 745	453	59	24	6 340	53	14 759
Fergus Falls.....	34	578	11 728	205	29	18	3 215	16	5 502
Remainder of County.....	43	631	13 017	248	30	6	3 125	37	9 267
Pennington County.....	33	923	23 565	312	22	18	13 394	15	5 453
Thief River Falls.....	29	887	22 798	298	20	18	13 394	11	4 645
Remainder of County.....	4	36	767	14	2	***	***	15	8 08
Pine County.....	18	142	2 951	62	12	4	359	14	2 486
Pipestone County.....	40	642	11 891	229	28	9	3 179	31	10 982
Pipestone.....	25	(D)	(D)	(D)	(D)	9	(D)	14	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	***	(D)	15	(D)
Polk County.....	19	1 378	24 020	425	51	27	6 203	72	19 726
Crookston.....	24	600	7 554	134	14	12	2 999	12	4 690
East Grand Forks.....	13	243	5 491	66	8	5	1 275	8	6 273
Remainder of County.....	62	535	10 975	225	29	10	1 929	52	8 763
Pope County.....	25	(D)	(D)	(D)	(D)	1	(D)	24	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (2) Less than \$500. ... Represents zero.

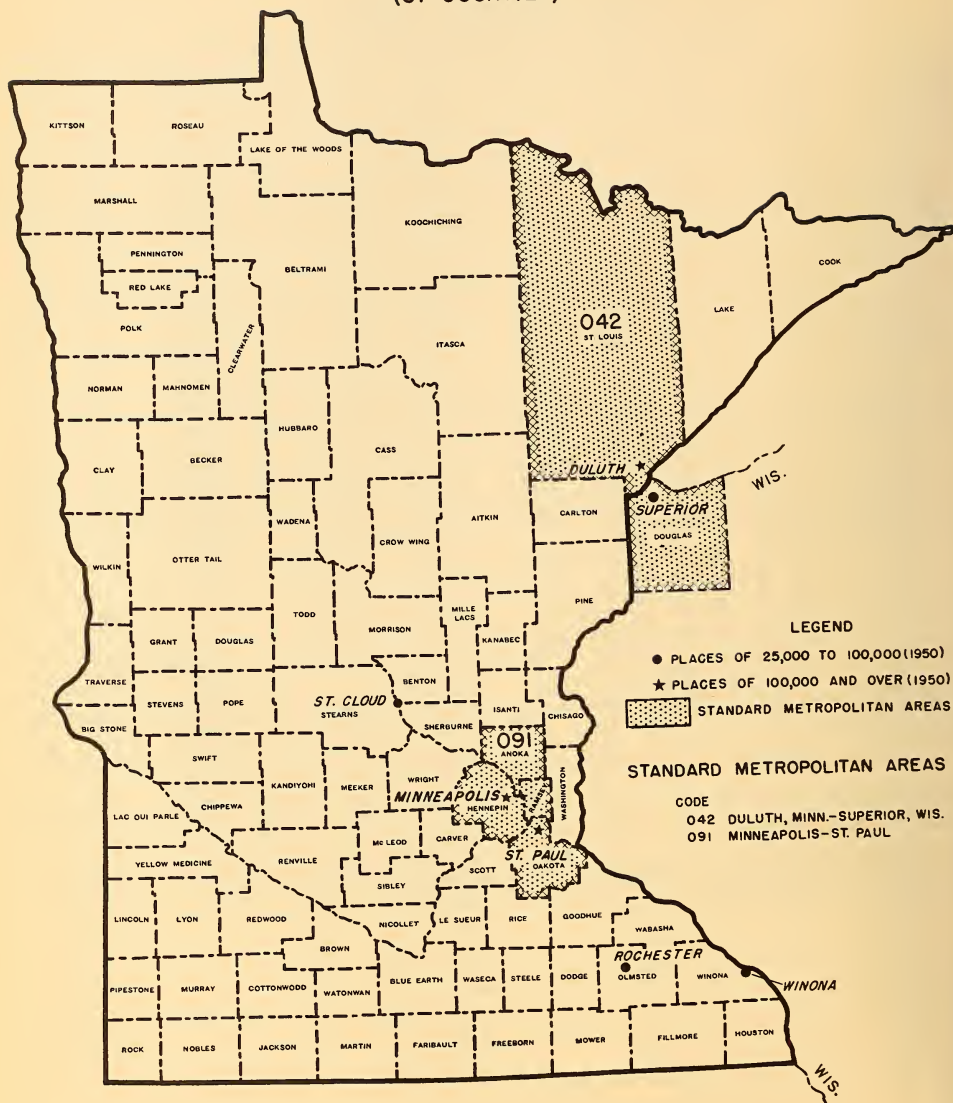
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (\$1,000)	Employees (Number)						(Number)	($1,000)	(Number)	($1,000)
Ransom County.....	634	47,338	869,000	9,949	279	433	401,262	201	358,861
Roseville.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
St. Paul.....	616	45,385	822,673	9,512	280	425	394,936	191	346,723
Remainder of County.....	17	(D)	(D)	(D)	(D)	8	(D)	9	(D)
Red Lake County.....	17	(D)	(D)	(D)	(D)	1	(D)	16	(D)
Redwood County.....	69	446	91574	168	47	11	31568	58	151717
Renville County.....	59	556	111856	193	34	5	11066	54	181571
Rice County.....	49	569	121601	174	29	17	31775	32	91246
Faribault.....	27	395	81904	115	15	10	21885	17	51790
Northfield.....	12	111	21466	36	8	7	890	5	11485
Remainder of County.....	23	63	11231	23	6	***	***	10	11971
Rock County.....	22	184	31328	81	19	6	11377	16	51156
Roseau County.....	28	249	51631	80	17	3	539	25	61282
St. Louis County.....	371	18,555	358,489	4,364	173	244	213,362	127	115,397
Chisholm.....	8	168	21928	54	4	5	11849	3	777
Duluth.....	241	15,119	294,958	3,628	85	168	187,994	73	89,423
Ely.....	6	22	(Z)	8	8	3	572	3	646
Evaleth.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Hibbing.....	46	11,173	181761	225	30	32	131987	14	61012
Virginia.....	33	750	151849	172	22	23	51266	10	41237
Remainder of County.....	31	(D)	(D)	(D)	(D)	9	(D)	22	(D)
Scott County.....	33	486	131149	199	29	16	181599	17	21674
Sherburne County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
St. Cloud (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Sibley County.....	31	268	51331	91	26	8	11372	23	71600
Stearns County.....	99	11689	431699	626	76	45	201330	54	91925
St. Cloud (part).....	41	996	231563	280	36	29	11179	12	31363
Remainder of County.....	58	693	201136	346	40	16	91151	42	61562
Steele County.....	46	650	111068	238	36	18	61319	28	15226
Ostota.....	27	900	81611	124	12	14	41181	13	91923
Remainder of County.....	19	250	51457	114	24	4	21134	15	51303
Stevens County.....	38	558	71567	128	33	13	61721	25	71616
Swift County.....	44	398	81285	166	27	9	41336	35	61328
Todd County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Traverse County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Wabasha County.....	29	196	31682	72	13	6	328	23	31626
Wadena County.....	30	847	151000	285	18	11	51074	19	81817
Waseca County.....	32	452	111159	180	21	6	21703	26	71368
Washington County.....	34	690	131609	219	25	17	71477	17	61652
Hastings (part).....	***	***	***	***	***	***	***	***	***
Stillwater.....	16	280	51208	92	9	11	51115	5	11150
Remainder of County.....	18	410	81401	127	16	6	21362	12	51502
Watonwan County.....	42	327	61142	94	25	5	11341	37	111886
Wilkin County.....	29	286	51971	96	19	7	31646	22	51621
Winona County.....	70	21600	491532	782	50	35	81297	35	251928
Winona.....	49	21336	441304	683	38	30	71163	19	201893
Remainder of County.....	21	264	51228	99	12	5	11134	16	51035
Wright County.....	59	545	131046	207	53	14	51188	45	71223
Yellow Medicine County.....	34	325	61918	118	23	7	21491	27	81776

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 1st. Cloud is in Benton, Sherburne and Stearns counties. *Hastings is in Dakota and Washington counties.

MINNESOTA (87 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-24

MISSISSIPPI

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Mississippi, total.....1954.. 1965..	1,863 1,608	46,319 31,287	883,317 610,898	15,246 13,222	1,315 1,177	1,094 873	54,3,850 416,350	769 735	640,001 507,740
Adams County.....	49	1,629	36,521	731	34	33	19,445	16	10,507
Bates.....	44	(D)	(D)	(D)	(D)	29	(D)	15	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Alcorn County.....	30	314	5,846	138	37	19	6,458	11	5,004
Cornish.....	26	(D)	(D)	(D)	(D)	16	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Amite County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Attala County.....	17	123	2,152	59	13	7	1,927	10	2,113
Kosciusko.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Benton County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Bolivar County.....	45	1,640	27,794	878	24	21	12,479	28	10,730
Cleveland.....	21	339	6,837	119	8	11	4,564	10	7,071
Remainder of County.....	24	1,301	24,957	759	16	10	7,915	14	3,659
Calhoun County.....	4	7	(Z)	4	4	***	***	4	849
Carroll County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Chickasaw County.....	11	53	1,085	78	9	3	835	8	2,147
Choctaw County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Cisborne County.....	9	98	2,270	45	4	4	1,038	5	1,339
Clarke County.....	6	103	2,101	53	5	3	1,565	3	642
Clay County.....	15	155	3,155	77	9	6	1,116	9	3,681
West Point.....	14	(D)	(D)	(D)	(D)	6	(D)	8	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Coahoma County.....	62	872	17,524	324	49	26	10,776	36	43,348
Clarksdale.....	48	623	12,533	241	42	42	8,418	26	40,144
Remainder of County.....	14	249	4,991	83	7	4	2,358	10	3,204
Copiah County.....	30	329	4,731	140	21	13	4,551	17	9,468
Covington County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
De Soto County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Forrest County.....	76	2,141	40,799	742	63	61	24,751	15	9,768
Hattiesburg.....	68	1,992	37,961	665	47	56	23,847	12	7,578
Remainder of County.....	8	149	2,838	77	16	5	904	3	2,170
Franklin County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
George County.....	9	56	1,077	25	5	3	605	6	2,068
Greene County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Grenada County.....	22	496	9,767	171	18	12	5,581	10	3,519
Grenada.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hancock County.....	9	138	2,567	55	8	6	2,259	3	881
Harrison County.....	96	2,730	53,740	961	72	81	35,947	15	9,183
Blount.....	34	(D)	(D)	(D)	(D)	33	(D)	1	(D)
Cullman.....	52	(D)	(D)	(D)	(D)	39	(D)	13	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Hinds County.....	310	13,985	260,607	3,642	138	215	127,881	95	97,412
Jackson.....	287	13,129	244,081	3,422	126	202	121,694	85	93,224
Remainder of County.....	23	856	16,526	220	8	13	6,147	10	4,188
Holmes County.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Humphreys County.....	14	238	3,680	67	12	5	2,444	9	2,933
Issaquena County.....	***	***	***	***	***	***	***	***	***
Itawamba County.....	***	***	***	***	***	***	***	***	***
Jackson County.....	29	369	7,169	152	24	23	4,796	6	2,244
Pascagoula.....	17	454	4,554	90	12	14	3,339	3	1,706
Remainder of County.....	12	139	2,615	72	12	9	1,455	3	538
Jasper County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Jefferson County.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Jefferson Davis County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Jones County.....	48	1,068	21,662	353	37	36	22,281	12	5,714
Laurel.....	45	(D)	(D)	(D)	(D)	34	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Kemper County.....	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Lafayette County.....	12	200	4,841	84	7	9	2,389	3	1,351
Lamar County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Lauderdale County.....	104	2,185	56,534	938	67	67	33,852	37	43,169
Meridian.....	98	(D)	(D)	(D)	(D)	65	(D)	33	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lawrence County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Leake County.....	7	22	(Z)	25	7	3	187	4	1,235
Lee County.....	51	1,941	34,685	532	38	33	21,676	18	10,581
Tupelo.....	46	(D)	(D)	(D)	(D)	30	(D)	16	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Leflore County.....	76	2,392	48,320	725	44	41	30,944	35	126,485
Greenwood.....	70	(D)	(D)	(D)	(D)	39	(D)	31	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lincoln County.....	32	575	11,069	212	19	22	8,338	10	4,713
Brookhaven.....	25	(D)	(D)	(D)	(D)	18	(D)	7	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Lowndes County.....	42	836	16,687	280	26	29	11,130	13	7,332
Columbus.....	2	(D)	(D)	(D)	(D)	28	(D)	12	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Madison County.....	17	165	2,157	73	15	9	2,370	8	5,568
Canon.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Marion County.....	19	307	6,091	98	17	15	4,777	4	1,579
Columbia.....	19	307	6,091	98	17	15	4,777	4	1,579
Remainder of County.....	***	***	***	***	***	***	***	***	***
Marshall County.....	12	86	1,566	31	8	3	608	9	1,828
Monroe County.....	23	626	9,274	178	25	12	10,030	11	2,609
Abernethy.....	13	54	1,075	33	7	5	218	7	1,139
Remainder of County.....	13	574	8,199	145	18	9	9,752	4	1,360
Montgomery County.....	12	224	1,884	71	13	8	2,275	4	5,028
Neshoba County.....	16	206	3,757	71	15	9	3,407	7	3,273
Newton County.....	14	185	3,805	63	11	8	2,930	6	1,953
Norhee County.....	13	182	3,828	97	13	6	1,961	7	3,964
Oktibbeha County.....	11	79	1,731	56	11	3	866	8	2,138
Starkeville.....	10	(D)	(D)	(D)	(D)	3	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Panola County.....	11	324	6,487	64	9	5	1,086	6	1,369
Pearl River.....	15	119	2,739	41	16	8	1,255	7	2,308
Pike County.....	7	89	2,226	32	10	5	622	4	1,711
Remainder of County.....	8	30	513	9	6	5	633	3	597
Perry County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Pike County.....	39	591	13,083	223	30	28	6,979	11	5,035
McComb.....	28	(D)	(D)	(D)	(D)	19	(D)	9	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Pontotoc County.....	9	102	1,783	41	9	4	1,335	5	2,270
Prentiss County.....	5	16	(Z)	17	6	***	***	5	1,574
Quitman County.....	6	149	4,324	58	6	5	2,603	9	8,478
Rankin County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Scott County.....	14	177	3,619	67	10	8	4,047	6	3,013
Sharkey County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Simpson County.....	17	118	2,437	63	17	7	1,777	10	2,603
Smith County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Stone County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sunflower County.....	31	624	12,706	214	18	11	7,408	20	22,278
Tallahatchie County.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Tate County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Tippah County.....	11	113	2,167	77	7	5	1,185	6	1,538
Tishomingo County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Tunica County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Union County.....	17	220	3,918	96	27	8	2,991	9	2,944

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
	(Number)	(\$1,000)	Payroll (Dollars)	Employees (Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Walthall County.....	8	48	1,113	37	8	3	972	5	1,037
Warren County.....	34	801	15,030	273	27	23	15,910	11	8,109
Weibsburg.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washington County.....	93	2,750	52,079	842	53	54	25,232	39	80,836
Greenville.....	66	2,204	41,595	643	39	41	18,279	25	64,522
Remainder of County.....	27	546	10,484	199	14	13	6,953	14	16,314
Wayne County.....	8	38	722	13	5	4	794	4	821
Weber County.....	3	33	(Z)	6	***	***	***	3	572
Wilkinson County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Winston County.....	15	128	2,697	52	10	7	1,619	8	1,908
Louisville.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Yalobusha County.....	9	29	723	22	6	5	612	4	703
Yazoo County.....	22	807	16,581	223	15	10	4,948	12	18,833
Yazoo City.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)

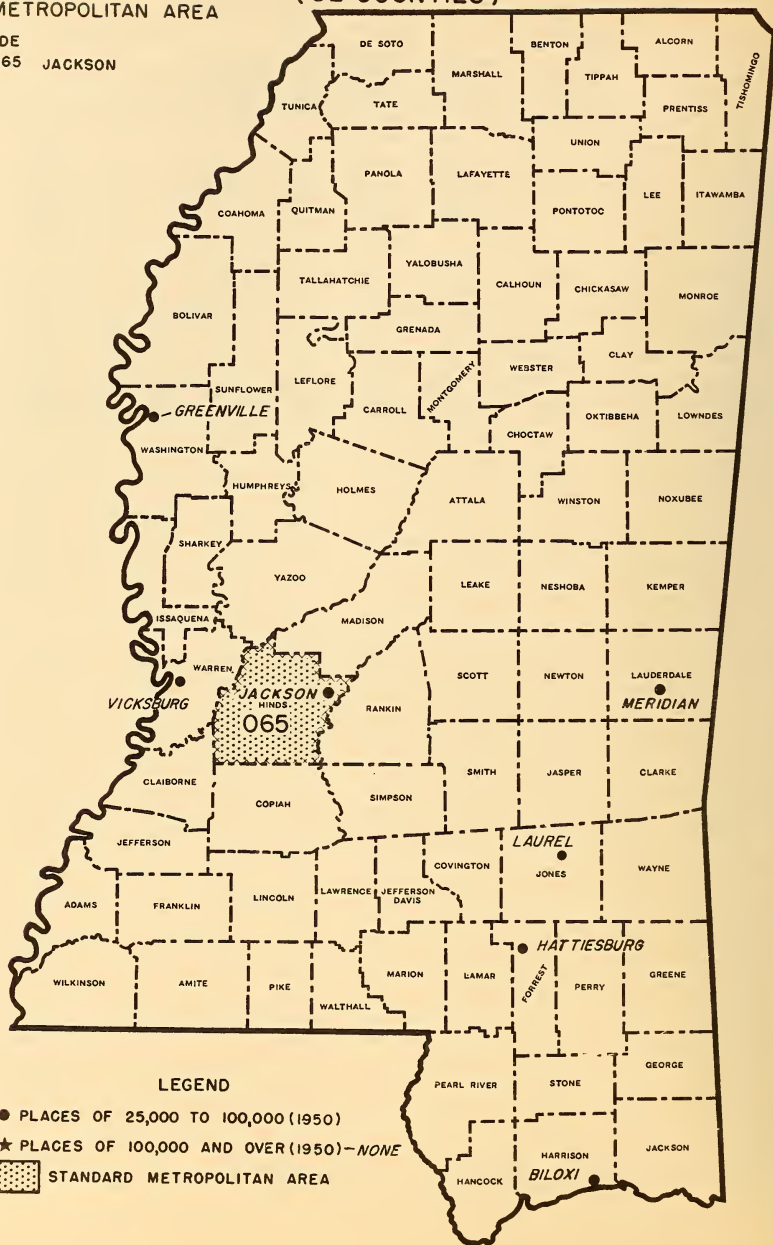
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

STANDARD METROPOLITAN AREA

CODE
065 JACKSON

MISSISSIPPI

(82 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-25

MISSOURI

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
Missouri, total.....1954..	7,597	380,341	7,461,681	88,510	4,480	4,372	3,225	4,930,591
.....1948..	6,919	275,731	5,279,427	85,302	4,275	3,695	2,745	4,162,562
Adair County.....	37	128	8,261	174	26	7,237	12	2,953
Kimberlin.....	31	385	7,117	149	22	7,125	9	2,302
Remainder of County.....	6	42	844	25	4	112	3	651
Andrew County.....	10	22	(2)	11	10	3	212	7
Atchison County.....	30	217	4,695	95	32	6	690	24
Audrain County.....	49	788	151,188	247	29	23	10,122	26
Mexico.....	30	609	127,384	182	18	15	5,229	15
Remainder of County.....	19	119	24,454	48	11	8	893	11
Barry County.....	28	619	111,134	152	22	12	9,555	16
Barton County.....	20	158	2,733	49	15	4	762	16
Bates County.....	39	387	8,117	137	30	12	2,045	27
Benton County.....	10	75	1,685	35	8	3	110	7
Bollinger County.....	5	14	(2)	10	5	***	5	560
Boone County.....	60	2,881	677,743	1,495	32	30	8,973	30
Columbia.....	45	2,605	63,461	1,406	24	25	6,256	20
Remainder of County.....	15	236	4,282	89	8	5	2,717	10
Buchanan County.....	185	8,382	183,965	2,131	136	119	120,277	66
St. Joseph.....	152	7,073	165,967	1,932	95	109	92,073	43
Remainder of County.....	33	909	17,998	199	41	10	28,204	23
Butler County.....	43	792	15,929	292	28	27	8,435	16
Poplar Bluff.....	37	(D)	14,635	(D)	(D)	(D)	(D)	11
Remainder of County.....	6	(D)	(D)	(D)	(D)	(D)	(D)	5
Caldwell County.....	22	155	3,204	60	16	4	751	18
Callaway County.....	20	162	3,383	63	18	8	883	12
Fulton.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	7
Remainder of County.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	5
Cass County.....	5	(D)	(D)	(D)	(D)	3	(D)	2
Cape Girardeau County.....	79	1,728	33,681	512	45	50	16,528	29
Cape Girardeau.....	13	1,016	31,516	469	13	13	15,828	20
Remainder of County.....	66	112	2,117	7	7	700	9	1,791
Carroll County.....	32	251	5,012	91	27	5	595	27
Carter County.....	***	(D)	(D)	(D)	(D)	***	***	(D)
Cass County.....	31	207	4,108	67	39	9	1,498	22
Cedar County.....	6	27	508	10	9	3	796	3
Chariton County.....	16	204	3,740	61	11	6	633	10
Christian County.....	8	(D)	(D)	(D)	(D)	1	(D)	7
Clark County.....	13	112	2,181	42	13	4	1,101	9
Clay County.....	109	9,549	189,382	2,028	33	57	72,139	52
Excelsior Springs (part).....	11	103	2,612	30	8	5	291	6
Kansas City (part).....	17	1,047	10,685	131	13	18	1,468	4
Remainder of County.....	81	8,408	173,689	18	39	53	3,860	42
Clinton County.....	14	(D)	(D)	(D)	(D)	2	(D)	12
Cole County.....	55	1,315	25,042	312	32	30	15,992	25
Jefferson City.....	11	1,047	20,361	247	25	26	14,460	18
Remainder of County.....	11	268	4,681	65	7	4	1,523	7
Cooper County.....	29	317	5,660	112	18	9	2,883	20
Boonville.....	21	276	4,937	83	10	9	2,883	12
Remainder of County.....	8	41	723	29	8	***	***	8
Crawford County.....	13	56	985	25	10	7	855	6
De Kalb County.....	9	(D)	(D)	(D)	(D)	1	(D)	8
Dallas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2
Davies County.....	13	(D)	(D)	(D)	(D)	2	(D)	11
De Kalb County.....	16	(D)	(D)	(D)	(D)	2	(D)	14
Dent County.....	11	101	1,984	34	11	4	2,083	7
Douglas County.....	2	(D)	(D)	(D)	(D)	***	***	2
Dunklin County.....	60	868	16,179	344	36	25	9,684	35
Kennett.....	25	394	6,771	136	15	14	4,994	11
Remainder of County.....	35	474	9,408	208	21	11	4,688	24

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available. n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Excelsior Springs is in Clay and Ray counties.

*Kansas City is in Clay and Jackson counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
Franklin County.....	52	1,032	20,495	361	34	23	29	7,500
Washington.....	17	389	7,801	134	11	13	4	977
Remainder of County.....	35	643	12,694	227	23	10	25	6,523
Cascade County.....	18	81	2,121	45	16	6	12	2,196
Gentry County.....	23	147	2,790	69	29	6	17	1,814
Greene County.....	237	9,374	190,121	2,730	151	184	53	76,276
Springfield.....	218	9,576	192,666	2,610	136	171	47	73,529
Remainder of County.....	19	398	7,455	111	15	13	6	2,747
Grundy County.....	17	111	2,135	60	13	7	10	1,680
Trenton.....	14	105	2,015	51	10	7	7	1,294
Remainder of County.....	3	6	(Z)	9	3	***	3	386
Harrison County.....	23	244	5,386	81	18	7	16	3,999
Henry County.....	37	318	8,288	109	25	13	24	5,448
Clinton.....	20	229	6,431	70	14	10	10	2,197
Remainder of County.....	17	89	1,857	39	11	3	14	3,251
Hickory County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Holt County.....	18	75	1,716	33	9	3	15	1,964
Howard County.....	11	(D)	(D)	(D)	(D)	2	9	(D)
Howell County.....	26	341	6,072	128	20	18	8	1,756
Iron County.....	10	28	646	20	14	4	6	707
Jackson County.....	1,735	108,024	2,133,219	23,655	966	1,090	645	1,721,011
Independence.....	38	953	17,386	287	25	6,740	10	14,853
Kansas City (part).....	1,650	106,045	2,092,121	23,142	908	1,040	610	1,690,446
Remainder of County.....	50	1,026	23,712	246	33	25	25	15,740
Jasper County.....	211	7,064	145,279	1,885	145	142	69	63,089
Carthage.....	22	533	9,779	122	12	6	11	13,786
Joplin (part).....	164	6,124	127,368	1,619	102	115	49	45,641
Webb City.....	11	197	3,719	68	10	8	3	769
Remainder of County.....	14	210	4,433	76	11	8	6	2,893
Jefferson County.....	44	913	17,970	274	33	24	20	6,735
De Soto.....	8	66	1,316	21	6	4	4	596
Festus.....	6	(D)	(D)	(D)	(D)	5	1	(D)
Remainder of County.....	30	(D)	(D)	(D)	(D)	15	15	(D)
Johnson County.....	31	163	3,083	91	29	10	21	4,804
Warrensburg.....	13	80	1,620	49	9	3	10	1,669
Remainder of County.....	18	83	1,463	42	20	7	11	3,135
Knox County.....	11	40	818	30	6	3	8	1,717
Leclaire County.....	24	388	7,436	124	18	15	9	2,018
Lebanon.....	20	(D)	(D)	(D)	(D)	12	8	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	1	(D)
Lafayette County.....	41	518	8,560	159	26	13	28	6,095
Lexington.....	13	186	3,253	63	4	7	6	829
Remainder of County.....	28	332	5,307	96	22	6	22	5,266
Lawrence County.....	19	103	1,941	45	16	7	12	1,626
Levis County.....	18	352	7,129	122	14	9	9	11,287
Lincoln County.....	20	211	4,454	61	12	6	14	2,875
Linn County.....	32	224	4,784	89	26	9	23	3,323
Brookfield.....	17	(D)	(D)	(D)	(D)	6	11	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	3	12	(D)
Livingston County.....	36	1,086	22,226	321	21	20	16	6,438
Chillicothe.....	33	(D)	(D)	(D)	(D)	19	14	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	2	(D)
McDonald County.....	14	112	1,922	53	10	4	10	2,489
Macon County.....	36	429	8,875	136	30	14	22	9,305
Madison County.....	11	126	2,375	49	6	4	7	1,577
Marion County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Marion County.....	55	1,167	21,941	371	38	39	16	9,086
Hambel (part).....	44	910	17,188	266	32	32	12	5,181
Remainder of County.....	11	257	4,753	105	6	7	4	3,905
Mercer County.....	10	(D)	(D)	(D)	(D)	2	8	(D)
Miller County.....	13	122	2,311	41	8	3	10	1,874
Mississippi County.....	22	990	10,878	185	17	7	15	12,972
Charleston.....	12	(D)	(D)	(D)	(D)	5	7	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Joplin is in Clay and Jackson counties.

²Joplin is in Jasper and Newton counties.

³Hambel is in Marion and Ralls counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	Active proprietors of unincorporated businesses, November (Number)
			Payroll (Dollars)	Employees (Number)					
Monteau County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Mourne County.....	21	122	2,348	63	12	5	1,174	16	4,033
Montgomery County.....	21	124	2,402	51	16	10	710	11	1,882
Morgan County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
New Madrid County.....	26	496	10,073	157	17	10	4,108	16	7,339
St. James (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	8	(D)	15	(D)
Newton County.....	24	159	3,351	72	19	12	1,427	12	2,975
Joplin (part).....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)
Neosho.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Nodaway County.....	42	335	7,029	141	37	11	4,005	31	6,761
Marysville.....	20	258	4,899	94	20	7	3,705	13	3,674
Remainder of County.....	22	77	2,130	47	17	4	300	18	3,087
Oregon County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Osage County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Ozark County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pemiscot County.....	36	527	12,122	184	22	18	4,383	18	5,131
Caruthersville.....	20	341	8,490	126	13	12	2,598	8	3,105
Remainder of County.....	16	186	3,632	58	9	6	1,785	10	2,026
Perry County.....	18	137	2,775	58	14	8	754	10	1,385
Pettis County.....	63	1,205	22,652	419	45	41	13,574	22	4,702
Sedalia.....	55	(D)	(D)	(D)	(D)	39	(D)	16	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Phelps County.....	33	410	8,302	139	28	15	3,416	18	5,864
Rolla.....	24	(D)	(D)	(D)	(D)	12	(D)	12	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Pike County.....	19	101	1,935	38	13	7	383	12	1,980
Platte County.....	21	172	3,799	73	18	5	1,057	16	5,873
Polk County.....	19	116	2,076	51	14	6	605	13	2,840
Pulaski County.....	11	65	1,343	20	8	4	1,059	7	1,152
Putnam County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Ralls County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Hannibal (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Randolph County.....	35	599	10,694	178	18	19	5,296	16	4,781
Moberly.....	27	(D)	(D)	(D)	(D)	13	(D)	14	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Ray County.....	26	141	2,801	58	17	8	843	18	3,636
Excelsior Springs (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	26	141	2,801	58	17	8	843	18	3,636
Reynolds County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Ripley County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
St. Charles County.....	32	454	9,267	133	17	17	4,286	15	4,964
St. Charles.....	18	318	5,947	82	12	9	2,656	9	2,012
Remainder of County.....	14	136	3,320	51	5	8	1,630	6	2,952
St. Clair County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
St. Francois County.....	39	747	15,096	217	28	22	11,148	17	3,334
Flat River.....	13	220	4,309	59	12	7	2,269	6	1,308
Remainder of County.....	26	527	10,787	158	16	15	8,879	11	2,026
St. Louis County.....	370	141,131	267,459	3,014	202	246	107,631	124	118,154
Berkeley.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Brentwood.....	19	1,488	27,259	305	4	13	6,185	6	4,322
Clayton.....	57	3,702	70,114	745	31	25	7,432	32	69,659
Ferguson.....	3	42	756	7	3	3	682	***	***
Jennings.....	4	44	827	16	3	4	262	***	***
Kilbuck.....	***	***	***	***	***	***	***	***	***
Kirkwood.....	23	378	6,651	75	11	16	1,940	7	3,113
Ladue.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Maplewood.....	20	1,026	12,281	154	12	15	4,271	5	2,458
Overland.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Pine Lawn.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Richmond Heights.....	23	319	5,477	42	21	8	585	15	10,561
University City.....	52	1,421	29,450	320	28	35	23,175	17	6,455
Weber Groves.....	14	144	3,256	40	10	9	1,169	5	748
Wentzville.....	14	630	14,091	168	7	4	747	2	2,733
Remainder of County.....	119	3,723	73,483	854	66	91	49,674	28	15,807
St. Louis city (not part of St. Louis County).....	2,427	192,299	3,732,361	41,692	1,140	1,593	1,454,522	834	2,235,172

Standard notes: (D) Withheld to avoid disclosure.

Excelsior Springs is in Clay and Ray counties.

Scott counties.

(NA) Not available. n.e.c. Not elsewhere classified.

Joplin is in Jasper and Newton counties.

Hannibal is in Marion and Ralls counties.

St. James is in New Madrid and

XXXX Not applicable.

(Z) Less than \$500.

Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Ste. Genevieve County.....	13	156	3,004	41	10	6	1,225	7	1,209
Saline County.....	36	521	9,896	267	19	10	6,310	26	4,468
Marshall.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	3	(D)	16	(D)
Schuyler County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Scotland County.....	14	79	1,559	56	9	3	354	11	3,056
Scott County.....	52	906	17,035	316	31	32	9,574	20	7,157
Stikston (part)*.....	42	(D)	(D)	(D)	(D)	30	(D)	12	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Shannon County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Shelby County.....	18	116	2,321	56	13	6	614	12	3,351
Stoddard County.....	22	241	5,684	85	12	5	2,444	17	5,976
Stone County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sullivan County.....	14	76	1,643	47	8	4	706	10	2,606
Taney County.....	9	55	1,169	24	7	5	307	4	875
Texas County.....	10	99	2,516	34	10	3	244	7	2,017
Vernon County.....	34	337	6,815	151	37	13	4,696	21	5,039
Nevada.....	26	313	6,592	134	26	13	4,696	13	3,999
Remainder of County.....	8	24	(Z)	17	11	...	...	8	1,040
Warren County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Washington County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Wayne County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Webster County.....	9	61	1,220	37	7	3	970	6	1,013
Worth County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Wright County.....	23	98	1,814	50	27	10	2,738	13	1,629

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Stikston is in New Madrid and Scott counties.

MISSOURI

(114 COUNTIES, 1 INDEPENDENT, CITY)



- PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)



STANDARD METROPOLITAN AREAS

CODE
069 KANSAS CITY, MO. 125 ST. LOUIS
124 ST. JOSEPH 142 SPRINGFIELD

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-26

MONTANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November	Establishments	Sales	Establishments	Sales	
			Payroll (\$1,000)	Employees (Number)						
(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)
Montana, total.....1954..	1,498	29,995	620,380	7,813	687	557	265,407	941	431,901	
1948..	1,338	21,419	422,543	7,315	586	386	192,154	952	382,891	
Beaverhead County.....	12	44	846	13	10	4	700	8	1,070	
Big Horn County.....	10	87	1,786	29	6	3	2,260	7	1,784	
Blaine County.....	22	159	3,039	51	9	4	109	18	3,054	
Broadwater County.....	8	27	557	12	3	***	***	8	1,075	
Carbon County.....	27	129	2,414	34	19	3	319	24	2,602	
Carter County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	
Cascade County.....	139	2,142	113,159	1,228	46	43	4,166	36	39,358	
Great Falls.....	111	4,850	106,550	1,111	39	80	4,320	31	20,784	
Remainder of County.....	28	292	6,609	117	7	3	545	25	14,574	
Chouteau County.....	41	206	3,461	59	10	***	***	41	16,461	
Custer County.....	34	677	12,156	187	16	15	4,211	19	12,856	
Miles City.....	29	(D)	(D)	(D)	(D)	14	(D)	15	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)	
Daniels County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)	
Dawson County.....	35	488	9,466	140	9	14	5,474	21	11,463	
Glenlivet.....	23	(D)	(D)	(D)	(D)	13	(D)	31	(D)	
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)	
Deer Lodge County.....	7	63	1,105	15	4	4	900	3	524	
Anaconda.....	7	63	1,105	15	4	4	900	3	524	
Remainder of County.....	***	***	***	***	***	***	***	***	***	
Fallon County.....	10	50	1,120	14	6	***	***	10	3,735	
Fergus County.....	60	456	9,419	126	16	12	4,697	49	11,615	
Leviatown.....	23	306	6,886	84	8	12	4,697	11	3,106	
Remainder of County.....	37	150	2,533	42	8	***	***	27	8,713	
Flathead County.....	47	1,626	28,144	462	33	26	14,410	21	8,081	
Kalispell.....	34	1,304	25,253	462	23	19	11,056	15	7,082	
Remainder of County.....	13	249	2,491	28	10	7	3,354	6	909	
Gallatin County.....	55	926	24,051	308	25	17	7,569	28	10,184	
Bozeman.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)	
Remainder of County.....	27	(D)	(D)	(D)	(D)	***	(D)	27	(D)	
Garfield County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)	
Glacier County.....	26	337	6,589	71	13	9	1,570	17	7,007	
Golden Valley County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)	
Granite County.....	9	16	(Z)	4	8	3	209	6	533	
Hill County.....	51	919	40,374	448	21	18	11,269	33	17,208	
Harve.....	25	(D)	(D)	(D)	(D)	17	(D)	8	(D)	
Remainder of County.....	26	(D)	(D)	(D)	(D)	1	(D)	25	(D)	
Jefferson County.....	5	3	(Z)	1	4	***	***	5	213	
Judith Basin County.....	19	77	1,559	23	3	***	***	19	3,411	
Lake County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)	
Lewis and Clark County.....	47	1,116	26,689	311	32	27	11,036	40	4,553	
Helena.....	38	914	21,711	254	25	24	9,443	14	3,907	
Remainder of County.....	9	204	4,978	57	7	3	1,593	6	746	
Liberty County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)	
Lincoln County.....	17	66	2,002	30	13	8	625	9	1,198	
McCone County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)	
Madison County.....	9	13	(Z)	6	8	***	***	9	709	
Meagher County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)	
Mineral County.....	6	1	(Z)	1	7	***	***	6	629	
Missoula County.....	66	4,155	46,771	285	29	44	25,619	22	16,254	
Missoula.....	57	(D)	(D)	(D)	(D)	37	(D)	20	(D)	
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)	
Musselshell County.....	12	75	1,644	19	7	4	743	8	1,169	
Park County.....	23	178	3,986	47	16	6	1,336	17	2,484	
Livingston.....	13	114	2,936	31	13	6	1,336	7	2,484	
Remainder of County.....	10	64	1,050	16	3	***	***	10	1,494	
Petroleum County.....	3	10	(Z)	3	1	***	***	3	471	
Phillips County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)	
Sanders County.....	26	182	3,775	43	10	***	***	26	13,573	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Powder River County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Powell County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Prairie County.....	8	35	637	9	4	***	***	8	2,544
Rawlley County.....	23	176	2,830	54	14	11	1,004	12	2,553
Richland County.....	28	496	9,090	158	9	9	4,549	19	12,140
Roosevelt County.....	36	241	4,620	74	18	8	3,863	28	15,482
Rosebud County.....	6	20	(Z)	6	4	***	***	6	1,331
Sanders County.....	11	6	(Z)	1	10	***	***	11	1,058
Sheridan County.....	18	(D)	(D)	(D)	(D)	1	(D)	17	(D)
Silver Bow County.....	109	4,205	81,930	1,020	49	66	35,474	43	38,246
Butte.....	102	4,023	78,441	984	46	62	34,710	40	36,749
Remainder of County.....	7	182	3,489	36	3	4	1,004	3	1,497
Stillwater County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Sweet Grass County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Teton County.....	36	(D)	(D)	(D)	(D)	2	(D)	34	(D)
Toole County.....	31	322	7,366	103	14	8	2,308	23	10,754
Treasure County.....	4	14	(Z)	4	1	***	***	4	461
Valley County.....	36	391	6,067	75	14	11	2,871	25	10,926
Wheatland County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Wibaux County.....	3	11	(Z)	4	1	***	***	3	924
Yellowstone County.....	195	8,232	164,407	1,995	58	121	72,270	74	98,987
Billings.....	162	7,586	148,668	1,741	43	108	67,778	54	67,769
Remainder of County.....	33	646	15,739	204	15	13	4,492	20	31,218
Yellowstone National Park (part) ¹	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹ Yellowstone National Park is in Idaho, Montana and Wyoming.

IDAHO



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25. D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-27

NEBRASKA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE
Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
Nebraska, total.....1954..	3,002	83,156	1,668,368	23,325	1,902	776,732	1,753	1,864,578
.....1948..	2,832	60,656	1,181,817	21,890	1,668	639,290	1,903	1,611,511
Adams County.....	46	24341	452280	592	43	213376	16	71100
Hastings.....	54	24002	379665	472	42	184295	9	34445
Remainder of County.....	12	335	73315	120	5	3081	7	3712
Antelope County.....	23	(D)	(D)	(D)	(D)	2	(D)	21
Arthur County.....	***	***	***	***	***	***	***	***
Banner County.....	***	***	***	***	***	***	***	***
Blaine County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Boone County.....	25	164	34401	85	28	1194	16	64632
Box Butte County.....	28	462	104510	177	17	2453	19	20433
Alliance.....	15	(D)	(D)	(D)	(D)	7	(D)	8
Remainder of County.....	13	(D)	(D)	(D)	(D)	2	(D)	11
Boyd County.....	9	(D)	(D)	(D)	(D)	1	(D)	8
Brown County.....	9	71	1294	29	10	3	185	942
Buffalo County.....	63	652	13232	399	51	25	44520	38
Kearney.....	20	544	106222	245	40	22	4224	17
Remainder of County.....	14	108	2610	44	11	3	236	21
Burt County.....	26	216	34753	64	12	5	969	21
Butler County.....	26	252	44351	130	17	3	167	23
Cass County.....	34	153	30993	60	19	5	654	29
Cedar County.....	28	(D)	(D)	(D)	(D)	2	(D)	26
Chase County.....	16	(D)	(D)	(D)	(D)	1	(D)	15
Cherry County.....	15	121	2199	54	10	3	605	12
Cheyenne County.....	37	425	94079	104	11	12	6287	25
Clay County.....	22	(D)	(D)	(D)	(D)	1	(D)	21
Colfax County.....	17	288	5496	87	8	6	3175	11
Cuming County.....	23	169	3172	47	15	6	750	17
Custer County.....	41	226	44763	136	36	8	2546	33
Delaware County.....	14	145	32240	50	9	6	2302	8
South Sioux City.....	10	(D)	(D)	(D)	(D)	5	(D)	5
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3
Dawes County.....	21	250	84907	117	17	8	14604	13
Dawson County.....	28	224	44445	90	22	7	1730	21
Lexington.....	9	106	2186	30	9	4	1372	16
Remainder of County.....	19	118	2250	60	13	3	354	16
Deuel County.....	12	(D)	(D)	(D)	(D)	1	(D)	11
Dixon County.....	11	(D)	(D)	(D)	(D)	1	(D)	10
Dodge County.....	73	1444	37347	500	36	35	22495	38
Freemont.....	44	1423	23420	320	26	28	17170	16
Remainder of County.....	29	621	13427	180	10	7	44925	22
Douglas County.....	812	47,095	929,194	11,064	487	504	453,849	308
Omaha.....	769	46,276	811,333	10,759	473	494	436,059	295
Remainder of County.....	23	819	17661	305	14	10	15790	13
Dundy County.....	12	121	1865	74	9	3	354	9
Fillmore County.....	31	234	44913	113	23	5	24002	26
Franklin County.....	18	100	24026	59	12	4	710	14
Frontier County.....	7	(D)	(D)	(D)	(D)	1	(D)	6
Furnas County.....	22	88	17718	58	10	3	467	19
Gage County.....	48	939	194852	299	33	19	94963	29
Beatrice.....	25	(D)	(D)	(D)	(D)	17	(D)	8
Remainder of County.....	23	(D)	(D)	(D)	(D)	2	(D)	21
Garden County.....	11	(D)	(D)	(D)	(D)	1	(D)	10
Carfield County.....	4	(D)	(D)	(D)	(D)	1	(D)	3
Gosper County.....	3	14	(Z)	6	1	***	***	3
Grant County.....	1	(D)	(D)	(D)	(D)	***	***	1
Greeley County.....	12	50	1,235	32	10	4	643	8

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, work week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Hall County.....	87	3,155	70,246	924	55	50	26,458	17	49,405
Grant Island.....	66	2,496	56,754	751	39	41	21,887	25	27,459
Remainder of County.....	21	659	13,492	173	16	9	4,578	12	21,936
Hamilton County.....	14	214	4,445	79	11	5	1,708	9	4,442
Harlan County.....	9	85	2,465	42	3	***	***	9	3,114
Hayes County.....	4	25	825	10	2	***	***	4	1,419
Hitchcock County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Molt County.....	37	439	8,909	215	30	13	2,039	24	15,786
Hooker County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Howard County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Jefferson County.....	37	592	11,510	230	34	16	3,812	21	7,291
Fairbury.....	23	(D)	(D)	(D)	(D)	14	(D)	9	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Johnson County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Kearney County.....	19	(D)	(D)	(D)	(D)	1	(D)	18	(D)
Keith County.....	19	145	3,104	58	16	4	255	15	14,011
Keya Paha County.....	***	***	***	***	***	***	***	***	***
Kimball County.....	18	126	2,241	39	7	6	497	12	7,225
Knox County.....	26	96	1,762	72	14	5	239	23	10,378
Lancaster County.....	194	8,835	173,448	2,302	97	131	84,261	63	32,434
Lincoln.....	163	8,024	160,714	2,093	79	121	72,049	42	28,605
Remainder of County.....	31	815	12,734	209	18	10	11,812	21	3,745
Lincoln County.....	54	1,136	28,336	379	42	31	10,065	23	10,836
North Platte.....	40	1,062	26,631	349	32	28	9,919	12	8,580
Remainder of County.....	14	74	1,705	30	10	3	146	11	2,256
Logan County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Loup County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
McPherson County.....	***	***	***	***	***	***	***	***	***
Madison County.....	68	1,374	30,744	422	27	32	16,200	36	28,482
Norfolk.....	46	1,056	28,971	334	15	25	9,472	21	21,485
Remainder of County.....	22	316	5,773	88	12	7	6,728	15	6,997
Merrick County.....	18	374	5,569	93	9	3	1,187	15	5,509
Morrill County.....	17	119	2,734	39	17	4	620	13	2,459
Nance County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Nemaha County.....	23	131	2,753	46	13	8	1,091	15	2,880
Nuckolls County.....	23	249	4,954	105	11	6	1,751	17	7,706
Otoe County.....	43	264	4,856	97	24	15	2,650	28	5,257
Nebraska City.....	20	155	3,201	60	12	11	1,764	9	1,297
Remainder of County.....	23	109	1,655	37	12	4	886	19	3,967
Pawnee County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Perkins County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Phelps County.....	29	551	9,570	158	14	11	3,604	18	5,442
Pierce County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Platte County.....	45	675	15,312	218	26	19	7,490	26	15,934
Columbus.....	26	489	11,533	129	19	16	6,921	10	4,122
Remainder of County.....	19	186	3,779	89	7	3	569	16	11,812
Polk County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Red Willow County.....	37	654	12,692	280	23	16	8,024	21	31,613
McCook.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Richardson County.....	33	416	8,523	143	30	7	5,363	26	11,170
Falls City.....	16	340	6,795	105	18	7	5,363	9	3,528
Remainder of County.....	17	76	1,728	38	12	***	***	17	7,642
Rock County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Saline County.....	38	233	5,027	107	23	3	1,315	35	6,482
Sarpy County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Saunders County.....	32	205	3,831	87	26	3	657	29	8,796

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Scotts Bluff County.....	98	2,571	49,182	951	62	53	31,119	45	25,872
Scottsbluff.....	55	1,345	26,937	436	35	34	9,940	21	15,014
Remainder of County.....	43	1,226	22,245	515	27	19	21,179	24	10,858
Seward County.....	27	(D)	(D)	(D)	(D)	2	(D)	25	(D)
Sheridan County.....	26	162	3,391	93	24	5	334	21	7,653
Sherman County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Sioux County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Stanton County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Thayer County.....	34	287	5,845	151	29	4	1,310	30	11,369
Thomas County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Thurston County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Valley County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	21	314	4,444	83	12	5	1,512	16	3,244
Wayne County.....	19	118	2,540	50	19	4	1,038	15	2,124
Webster County.....	21	159	3,572	127	17	4	2,863	17	8,325
Wheeler County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
York County.....	35	517	10,481	195	27	9	3,764	26	15,486
York.....	21	(D)	(D)	(D)	(D)	7	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

A detailed map of Council Bluffs, Iowa, showing the layout of its streets. The map is oriented vertically with the river on the right. Major streets are labeled with names like DAVES, BOW, BOB BUTTE, SHERMAN, CHERRY, KEYS PARK, BROWN, ROCK, HOLT, BOVO, KNOX, CEDAR, DIXON, BENTLEY, STANTON, CLAUDIO, BURT, GOOSE, LINCOLN, and CARB. The map also shows the location of the 'COUNCIL BLUFFS' and the 'IOWA' river. A small inset map shows the location of Council Bluffs within the state of Iowa.

[illegible]

● PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-28

NEVADA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

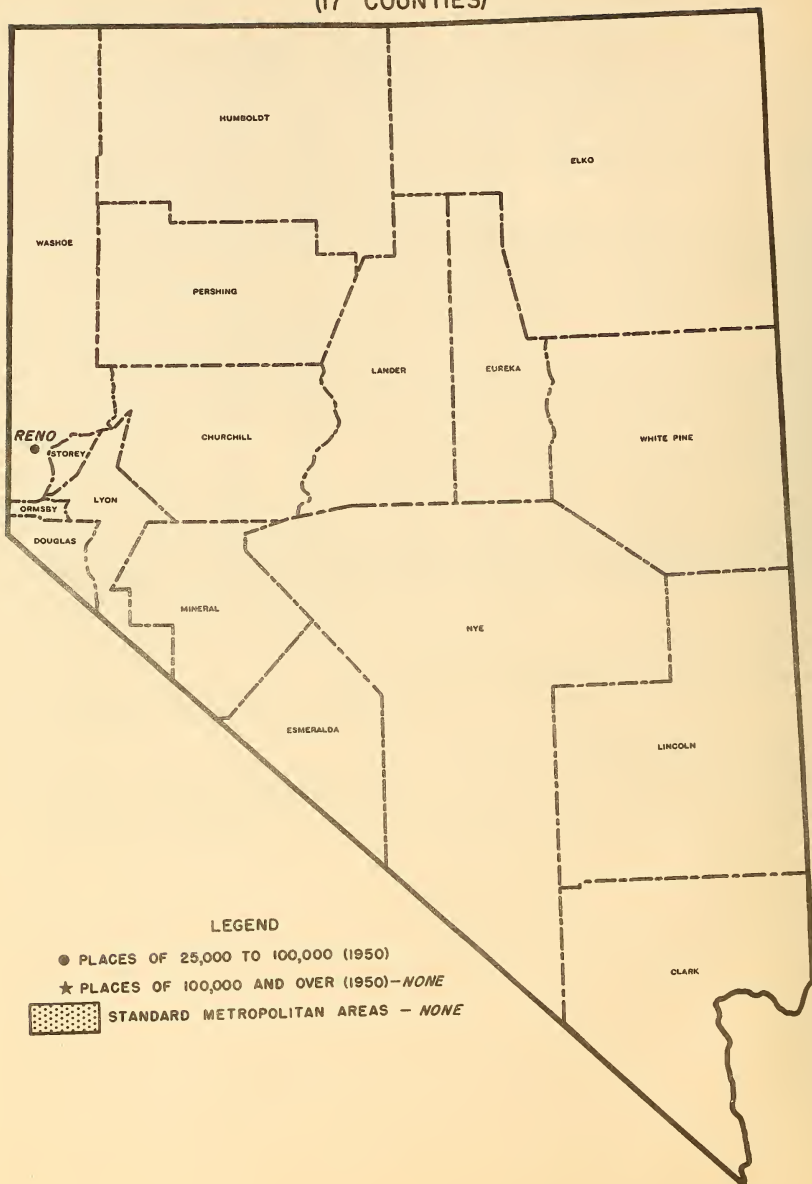
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid- employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Nevada, total.....1954..	335	9+226	190+171	2+774	248	251	109+150	104	45+057
.....1945..	241	4,533	87,709	1,292	174	133	53,930	108	24,578
Churchill County.....	12	72	1+511	23	13	5	493	7	3+828
Clark County.....	148	3+548	72+771	757	79	73	45+986	15	11+958
Las Vegas.....	96	3+360	68+716	764	61	84	44+320	12	8+510
Remainder of County.....	12	182	4+055	53	9	9	1+626	3	3+442
Douglas County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Elko County.....	19	140	3+224	32	22	9	1+831	10	2+090
Elko.....	14	132	3+064	30	13	9	1+831	5	1+239
Remainder of County.....	5	8	(Z)	2	7	...	...	5	851
Esmeralda County.....	...	...	...	...	...	...	...	...	...
Eureka County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Humboldt County.....	16	142	2+713	36	16	7	1+391	9	2+086
Lander County.....	3	...	...	...	3	...	...	3	445
Lincoln County.....	3	2	(Z)	1	3	...	...	3	435
Lyon County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Mineral County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Nye County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Ormsby County.....	7	46	910	12	7	4	320	3	824
Pershing County.....	6	(D)	(D)	(D)	(D)	...	(D)	6	(D)
Storey County.....	...	...	...	...	...	...	...	...	...
Washoe County.....	124	4+991	102+532	1+131	75	99	55+399	25	16+218
Reno.....	115	4+701	96+345	1+062	63	93	51+796	22	12+968
Sparks.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
White Pine County.....	14	151	3+689	40	11	8	1+956	6	1+901

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEVADA (17 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300
(PMGC)**

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-29

NEW HAMPSHIRE

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
New Hampshire, total.....1954..	616	19,748	359,953	5,105	259	452	178,539	164	129,873
1948..	465	10,650	201,148	3,824	205	306	104,005	159	78,201
Bellamy County.....	31	687	117,771	179	9	21	54,996	10	34,924
Laconia.....	25	(D)	(D)	(D)	(D)	16	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Carroll County.....	8	118	24,488	47	5	3	483	5	14,900
Cheshire County.....	41	14,281	224,672	326	16	25	144,421	16	84,051
Keene.....	32	976	174,254	217	9	22	137,772	10	44,024
Remainder of County.....	9	303	54,418	109	7	3	649	6	14,027
Coe County.....	43	642	121,362	205	30	25	54,403	18	74,197
Berlin.....	21	402	74,489	118	15	13	44,205	8	34,636
Remainder of County.....	22	240	44,873	87	15	12	14,198	10	34,561
Grafton County.....	42	645	134,058	207	21	24	34,456	18	104,000
Hillsborough County.....	249	104,762	190,265	2,562	78	149	102,540	50	55,751
Manchester.....	183	74,952	140,991	1,926	50	142	73,467	41	36,663
Nashua.....	44	24,543	44,799	558	15	39	26,796	5	17,440
Remainder of County.....	22	267	44,775	78	13	18	24,677	4	14,042
Merrimack County.....	65	24,229	414,406	586	23	21	204,920	14	94,704
Somerville.....	49	14,024	344,055	468	13	38	154,006	11	84,982
Franklin.....	9	175	34,086	54	7	9	24,325	***	***
Remainder of County.....	7	230	44,265	64	3	4	14,779	3	722
Rockingham County.....	64	14,958	384,241	572	35	49	124,476	15	24,260
Portsmouth.....	35	14,172	224,430	332	20	29	104,481	6	10,166
Remainder of County.....	29	786	159,811	240	15	20	14,995	9	14,094
Stratford County.....	50	14,054	194,909	299	26	38	94,944	12	64,626
Rochester.....	22	656	124,409	172	7	14	24,621	8	44,004
Somersworth.....	12	138	24,592	45	9	12	14,634	***	***
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Sullivan County.....	10	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Chicheston.....	23	372	7,781	122	16	17	3,000	6	24,554
Remainder of County.....	17	275	5,875	88	11	11	2,307	6	24,554
	6	97	14,906	34	5	6	643	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEW HAMPSHIRE (10 COUNTIES)

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)-NONE



STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

087 MANCHESTER



U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | Retail Trade | Wholesale Trade | Selected Service Trades |
|--|--|--|
| <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. The cost of each report is 10 cents.

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-30

NEW JERSEY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

3

Establishments	Total				Merchant wholesalers				Other operating types	
	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales		
		Payroll (Dollars)	Employees (Number)						(Number)	(Number)
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	
6,902	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484		
5,057	197,539	3,762,697	57,094	1,370	4,162	1,892,679	895	1,611,118		
229	71,052	1,281,692	1,737	103	183	631,196	46	357,719		
5	5,374	100,422	1,476	92	117	52,013	20	19,003		
27	415	6,999	125	20	17	4,036	10	4,200		
16	372	41,663	66	15	12	2,032	4	4,353		
3	12	9	5	3	3	112	***	***		
46	883	15,989	265	40	34	5,003	12	5,473		
660	35,211	686,058	7,657	349	540	263,253	120	247,627		
9	(D)	(D)	(D)	(D)	7	(D)	2	(D)		
8	(D)	(D)	(D)	(D)	7	(D)	1	(D)		
13	(D)	(D)	(D)	(D)	12	(D)	1	(D)		
13	(D)	(D)	(D)	(D)	12	(D)	1	(D)		
19	(D)	(D)	(D)	(D)	5	(D)	1	(D)		
22	11,176	22,629	248	17	18	5,495	4	15,935		
45	1,998	38,511	419	23	31	12,087	14	15,224		
29	(D)	(D)	(D)	(D)	26	(D)	3	(D)		
17	636	11,523	129	7	17	7,432	***	***		
8	(D)	(D)	(D)	(D)	8	(D)	1	(D)		
25	614	11,329	151	16	25	7,160	***	***		
5	(D)	(D)	(D)	(D)	4	(D)	1	(D)		
85	51,023	92,288	1,404	39	61	25,212	24	51,085		
12	(D)	(D)	(D)	(D)	11	(D)	1	(D)		
4	(D)	(D)	(D)	(D)	3	(D)	1	(D)		
719	12,780	172	9	19	8,156	***	***	***		
2	(D)	(D)	(D)	(D)	1	(D)	***	***		
3	(D)	(D)	(D)	(D)	2	(D)	1	(D)		
2	(D)	(D)	(D)	(D)	1	(D)	1	(D)		
11	(D)	(D)	(D)	(D)	9	(D)	2	(D)		
462	9,231	1,006	7	12	4,440	6	5,258	6		
18	(D)	(D)	(D)	(D)	7	(D)	1	(D)		
11	(D)	(D)	(D)	(D)	9	(D)	2	(D)		
11	(D)	(D)	(D)	(D)	15	(D)	3	(D)		
3	(D)	(D)	(D)	(D)	7	(D)	1	(D)		
34	1,385	26,716	318	17	23	6,019	11	12,824		
5	(D)	(D)	(D)	(D)	11	(D)	1	(D)		
15	363	5,986	64	6	11	1,578	4	2,177		
14	206	41,198	42	7	9	1,743	5	2,247		
13	(D)	(D)	(D)	(D)	11	(D)	***	***		
4	132	21,482	30	1	132	5	2	(D)		
11	465	9,076	105	2	11	4,472	***	***		
149	12,540	241,801	2,571	64	124	92,127	25	72,222		
90	2,614	51,875	683	43	66	19,828	24	34,739		
1	(D)	(D)	(D)	(D)	***	***	1	(D)		
1	(D)	(D)	(D)	(D)	5	(D)	5	(D)		
4	95	11,674	17	***	4	1,363	***	***		
65	(D)	(D)	(D)	(D)	47	(D)	18	(D)		
327	15,697	295,647	3,679	218	275	144,684	62	126,575		
5	(D)	(D)	(D)	(D)	5	(D)	1	(D)		
2	(D)	(D)	(D)	(D)	1	(D)	1	(D)		
218	10,794	204,254	2,513	156	180	110,925	38	84,149		
12	(D)	(D)	(D)	(D)	10	(D)	2	(D)		
12	(D)	(D)	(D)	(D)						

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Hudson County.....	951	59,707	1,133,083	12,458	495	821	533,638	130	479,289
Bayonne.....	71	5,599	106,521	1,090	40	65	43,088	6	42,239
Guttenberg.....	9	336	61,943	93	2	9	2,893	***	***
Harrison.....	40	2,628	55,214	585	15	30	18,969	10	21,971
Hoboken.....	109	6,951	116,693	1,503	63	101	64,622	8	8,510
Jersey City.....	445	31,740	614,670	6,537	225	370	299,735	75	327,860
Kenilworth.....	48	31,726	621,999	25	25	11	18,413	7	25,640
Secaucus.....	14	(D)	(D)	(D)	(D)	12	(D)	2	101
Union City.....	88	21,194	44,952	539	70	76	27,124	2	37,121
West New York.....	47	(D)	(D)	(D)	(D)	45	(D)	12	(D)
Remainder of County.....	80	4,664	90,665	958	35	72	42,629	8	4,646
Hunterdon County.....	46	1,219	25,118	368	41	21	3,823	25	20,429
Mercer County.....	301	17,029	328,382	3,891	163	227	111,716	74	116,388
Princeton.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Trenton.....	243	13,087	253,605	3,054	136	190	92,042	53	75,661
Remainder of County.....	51	(D)	(D)	(D)	(D)	32	(D)	19	(D)
Middlesex County.....	284	18,676	367,607	4,028	152	241	115,210	43	232,256
Cartersville.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Duxellen.....	8	729	22,538	133	4	3	496	5	14,101
Highland Park.....	7	399	7,373	65	2	7	3,730	***	***
Metuchen.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Middlesex.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
New Brunswick.....	74	3,605	68,289	828	37	64	30,129	10	13,262
Perth Amboy.....	74	6,228	122,305	1,339	39	67	38,772	7	105,449
Sayreville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
South Asbo.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
South Plainfield.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
South River.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Remainder of County.....	69	5,054	93,268	1,080	42	56	31,751	13	70,430
Monmouth County.....	250	8,139	143,792	1,918	138	202	74,179	48	33,120
Asbury Park.....	40	2,130	39,285	466	11	26	14,350	14	6,996
Freehold.....	17	313	5,749	101	18	12	5,693	5	2,458
Kenilworth.....	6	153	3,286	44	6	1	517	***	***
Keyport.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Long Branch.....	24	849	16,008	213	11	19	13,411	5	5,377
Red Bank.....	22	1,020	16,473	214	9	18	6,165	4	4,563
Remainder of County.....	137	(D)	(D)	(D)	(D)	118	(D)	19	(D)
Morris County.....	138	4,074	85,218	964	66	113	41,069	25	19,798
Bloomton.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Clatskanie.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Dover.....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Madison.....	6	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Morrisville.....	32	660	12,860	166	25	26	7,105	6	7,487
Remainder of County.....	69	2,009	42,679	497	22	57	21,116	12	7,197
Ocean County.....	97	2,007	39,939	666	72	74	26,758	23	14,764
Passaic County.....	556	29,610	574,620	6,616	396	597	330,053	59	150,394
Clifton.....	96	7,992	143,231	1,777	39	86	72,520	10	42,009
Haledon.....	5	135	2,515	32	10	5	1,718	***	***
Mayhew.....	18	(D)	(D)	(D)	(D)	15	(D)	3	(D)
Passaic.....	126	71,181	1,391,281	14,889	84	118	85,569	8	31,084
Pateron.....	374	12,736	252,277	2,884	247	304	143,019	34	56,469
Prospect Park.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Totowa.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	32	(D)	(D)	(D)	(D)	29	(D)	3	(D)
Salem County.....	37	745	21,221	245	31	26	7,127	11	6,196
Salem.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Penna Grove.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	22	300	6,939	130	20	14	3,495	8	4,531
Somerset County.....	48	2,718	56,745	582	31	62	24,806	6	15,323
Bound Brook.....	12	396	7,513	84	6	12	4,631	***	***
Manville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
North Plainfield.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Raritan.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Somerville.....	20	(D)	(D)	(D)	(D)	16	(D)	4	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	21	(D)	1	(D)
Sussex County.....	32	579	10,606	179	19	21	4,342	11	10,047
Newton.....	12	257	41,192	71	6	8	1,993	4	2,114
Remainder of County.....	20	322	6,414	108	13	13	2,389	7	7,856
Union County.....	519	35,836	711,204	7,674	224	426	261,059	93	391,783
Elizabeth.....	155	9,945	197,464	2,104	74	131	58,835	24	84,491
Linden.....	41	3,558	67,343	758	14	34	23,882	7	121,500
Plainfield.....	43	1,426	25,403	313	22	36	10,423	7	10,110
Rahway.....	15	193	4,067	74	13	15	1,970	***	***
Roselle.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Roselle Park.....	6	408	61,444	83	3	4	2,413	3	765
Summit.....	22	1,435	27,909	253	10	13	8,408	9	33,383
Westfield.....	23	544	10,822	121	9	20	5,941	3	1,077
Remainder of County.....	200	(D)	(D)	(D)	(D)	161	(D)	39	(D)
Warren County.....	64	1,457	29,403	410	30	48	17,486	16	13,562
Phillipsburg.....	21	944	18,242	182	9	16	5,662	7	8,100
Remainder of County.....	43	716	14,409	228	21	32	11,884	11	9,463

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEW JERSEY
(21 COUNTIES)

PA. MD. DEL.

LEGEND

- PLACES OF 25,000 TO 100,000 (1960)
- ★ PLACES OF 50,000 AND OVER (1950)
- STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

- 004 ALLENTOWN-BETHLEHEM-EASTON, PA.
- 009 ATLANTIC CITY
- 100 NEW YORK-NORTHEASTERN NEW JERSEY
- 107 PHILADELPHIA, PA.
- 108 PITTSBURGH, PA.
- 164 WILMINGTON, DEL.

● PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREAS

CODE	STANDARD METROPOLITAN AREAS
0004	ALLENTOWN-BETHLEHEM-EASTON, PA.
0009	ATLANTIC CITY
0100	NEW YORK-NORTHEASTERN NEW JERSEY
0107	PHILADELPHIA, PA.
0103	TRENTON
0104	WILMINGTON, DEL.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. The cost of each report is 10 cents.

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

18575

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-31

NEW MEXICO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

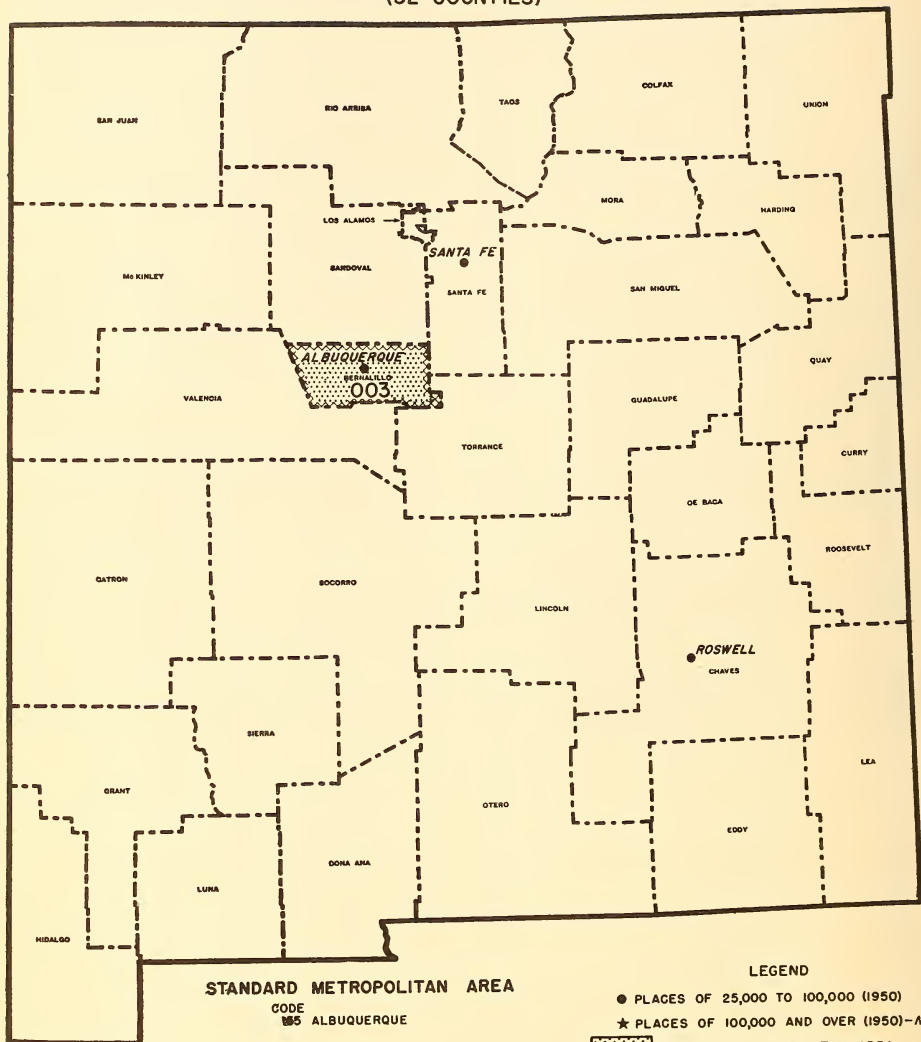
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
New Mexico, total.....1954..	1,003	27,450	584,528	7,741	703	630	281,472	373	168,420
1948..	663	12,103	242,543	4,351	499	362	146,389	301	104,210
Bernalillo County.....	310	13,504	285,298	3,386	220	233	127,989	77	54,660
Albuquerque.....	299	13,162	277,886	3,302	212	228	127,437	71	47,782
Remainder of County.....	11	342	7,412	94	8	5	552	6	4,778
Catron County.....	...	...	...	...	...	...	...	...	...
Chaves County.....	81	21,600	501,602	655	53	39	201,954	22	121,688
Roswell.....	76	(D)	(D)	(D)	36	(D)	(D)	20	(D)
Remainder of County.....	5	(D)	(D)	(D)	3	(D)	(D)	2	(D)
Colfax County.....	30	199	4,178	97	29	13	1,997	17	2,355
Edmon.....	17	107	2,153	52	15	10	899	7	1,267
Remainder of County.....	13	92	2,125	45	14	3	698	10	1,088
Curry County.....	47	969	21,605	374	38	26	8,136	21	27,217
Glovis.....	41	(D)	(D)	(D)	(D)	(D)	(D)	16	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
De Baca County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Dona Ana County.....	45	938	19,152	282	28	25	14,900	20	7,121
Las Cruces.....	27	677	11,066	161	15	21	14,223	6	3,365
Remainder of County.....	18	261	8,086	121	13	4	677	14	3,926
Eddy County.....	65	1,156	28,339	348	40	43	10,666	22	10,361
Artesia.....	31	601	16,014	196	17	18	4,377	13	7,777
Carlsbad.....	32	(D)	(D)	(D)	(D)	24	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
Grant County.....	21	367	8,174	132	14	14	3,310	7	1,722
Silver City.....	13	623	16,227	80	8	4	2,727	4	1,045
Remainder of County.....	8	114	2,127	32	6	5	583	3	677
Guadalupe County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Harding County.....	3	20	(Z)	7	3	...	...	3	260
Hidalgo County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Lea County.....	48	1,951	43,816	524	36	39	32,529	25	8,780
Hobbs.....	65	1,719	39,070	455	27	46	26,967	19	7,677
Remainder of County.....	19	234	4,746	69	9	13	5,562	6	1,103
Lincoln County.....	6	18	(Z)	9	5	...	...	6	705
Los Alamos County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Luna County.....	12	164	4,231	98	11	6	862	6	1,553
Deming.....	9	74	1,201	27	10	6	862	3	503
Remainder of County.....	3	92	3,030	71	1	...	...	3	1,050
McKinley County.....	32	1,104	21,705	317	24	20	11,131	12	5,983
Gallup.....	29	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Mora County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Otero County.....	11	101	2,670	44	12	4	941	7	2,148
Alamogordo.....	4	(D)	(D)	(D)	(D)	3	(D)	5	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Quay County.....	24	275	5,253	82	24	12	1,965	12	3,134
Tucuman.....	19	(D)	(D)	(D)	(D)	11	(D)	8	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Rio Arriba County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Roosevelt County.....	20	167	4,076	65	22	8	1,538	12	2,329
Portales.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Sandoval County.....	3	11	(Z)	5	3	...	...	3	527
San Juan County.....	49	1,163	44,380	310	14	34	11,308	15	6,414
San Miguel County.....	26	394	7,683	153	16	15	2,662	11	1,824
Las Vegas (city).....	22	319	6,998	135	13	11	2,639	11	1,824
Las Vegas (town).....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Remainder of County.....	3	(D)	(D)	(D)	(D)	3	(D)	...	...
Santa Fe County.....	40	1,368	22,983	344	20	30	12,526	10	4,170
Santa Fe.....	39	(D)	(D)	(D)	(D)	29	(D)	10	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Sierra County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Socorro County.....	12	53	1,015	19	13	4	599	8	1,521
Taos County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Torrance County.....	13	97	2,170	47	13	3	338	10	1,151
Union County.....	12	92	2,042	37	8	3	202	9	2,065
Valencia County.....	12	273	10,785	224	14	3	1,015	7	1,474

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEW MEXICO (32 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18161

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE. \$300

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-132

NEW YORK

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
New York, total.....1954..... 1954.....	37,985	1,926,135	36,388,479	384,437	20,252	29,970	21,609,696	8,006	27,660,243	8,253
Albany County.....	546	29,988	561,510	6,729	213	382	264,359	136	258,821	136
Albany.....	17	(D)	(D)	(D)	(D)	14	(D)	3	213,570	3
Cobleskill.....	10	318	5,656	65	4	10	2,868	***	***	25
Watervliet.....	90	(D)	(D)	(D)	(D)	65	(D)	***	***	(D)
Remainder of County.....	47	712	12,973	225	35	36	6,377	11	2,712	11
Allegany County.....	15	342	5,958	112	8	12	3,632	3	348	3
Wellsville.....	32	370	7,115	113	27	24	2,745	8	2,164	8
Remainder of County.....	1,223	49,302	941,624	11,283	932	1,143	594,594	80	148,449	80
Bronx County (Bronx Borough part of New York City).....	235	12,578	238,732	3,081	98	174	87,066	61	86,350	61
Binghams.....	180	8,111	161,512	2,179	76	143	76,870	37	25,857	37
Boston.....	15	(D)	(D)	(D)	(D)	12	(D)	2	(D)	2
Johnson City.....	12	1,138	25,280	335	7	7	4,680	15	17,329	15
Remainder of County.....	28	(D)	(D)	(D)	(D)	12	(D)	16	(D)	16
Cattaraugus County.....	78	2,070	37,400	562	48	59	18,338	19	10,048	19
Glens.....	48	1,395	25,135	374	25	38	13,519	10	6,532	10
Salamanca.....	9	82	1,542	33	8	15	1,045	3	509	3
Remainder of County.....	21	593	10,923	153	15	6	3,774	6	2,905	6
Cayuga County.....	41	1,772	39,483	701	52	61	15,045	21	9,591	21
Auburn.....	62	1,249	23,917	363	40	52	11,525	10	4,781	10
Remainder of County.....	20	523	15,566	336	12	9	3,520	11	4,810	11
Chautauque County.....	172	5,238	103,690	1,828	99	128	53,625	44	31,323	44
Dunkirk.....	23	376	7,537	106	19	20	6,433	3	1,952	3
Jamestown.....	100	3,246	59,150	788	48	75	37,955	25	10,605	25
Remainder of County.....	49	1,712	37,203	534	32	33	9,237	16	19,176	16
Chemung County.....	144	7,545	131,717	1,848	62	111	65,995	33	51,141	33
Elmira.....	(D)	(D)	(D)	(D)	(D)	11	(D)	2	(D)	2
Elmira Heights.....	109	6,177	108,317	1,531	46	86	59,275	23	26,517	23
Remainder of County.....	22	(D)	(D)	(D)	(D)	14	(D)	8	(D)	8
Chemung County.....	44	1,813	31,963	495	24	20	13,716	24	25,440	24
North.....	21	1,160	21,628	299	15	15	10,491	6	12,188	6
Remainder of County.....	23	63	10,339	186	9	5	3,225	8	3,356	8
Clinton County.....	76	1,613	32,872	498	41	47	16,227	27	10,887	27
Plattsburgh.....	25	1,577	28,285	426	26	36	14,527	19	16,517	19
Remainder of County.....	19	236	4,587	74	15	11	1,770	8	3,370	8
Columbia County.....	44	900	15,460	253	25	28	5,300	16	9,975	16
Hudson.....	21	539	8,684	129	16	15	2,547	6	4,125	6
Remainder of County.....	23	361	6,776	124	9	13	2,753	10	5,850	10
Cortland County.....	40	836	15,803	227	25	28	8,802	12	5,616	12
Cortland.....	24	341	10,528	146	20	20	6,963	1	1,066	1
Remainder of County.....	16	295	5,279	81	7	8	1,819	8	4,522	8
Delaware County.....	44	810	14,004	245	28	18	3,412	26	13,266	26
Dutchess County.....	160	5,369	101,462	1,306	80	117	36,048	43	24,683	43
Beacon.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)	2
Poughkeepsie.....	122	4,670	89,320	1,128	56	91	32,061	31	19,936	31
Remainder of County.....	26	(D)	(D)	(D)	(D)	16	(D)	10	(D)	10
Erie County.....	1,637	95,295	1,826,926	20,468	787	1,148	816,867	489	1,081,600	489
Buffalo.....	1,435	87,431	1,666,128	18,647	767	1,058	767,963	427	1,003,705	427
Depew.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)	1
Hamburg.....	12	120	2,619	29	5	8	1,158	4	1,560	4
Hamlet.....	25	922	16,673	214	13	13	5,938	7	7,973	7
Locke.....	16	(D)	(D)	(D)	(D)	15	(D)	1	(D)	1
Lancaster.....	12	12	(D)	(D)	(D)	10	(D)	2	(D)	2
Tonawanda.....	36	2,132	60,848	860	18	16	11,948	10	33,563	10
Remainder of County.....	92	2,584	49,414	620	57	60	17,340	32	33,067	32
Essex County.....	32	755	13,791	203	17	21	4,435	11	4,451	11
Saranac Lake (part).....	1	(D)	(D)	(D)	(D)	***	(D)	10	(D)	10
Remainder of County.....	31	(D)	(D)	(D)	(D)	21	(D)	***	***	***
Franklin County.....	54	1,151	21,705	341	38	36	11,990	18	11,418	18
Malone.....	29	569	10,690	24	13	9	4,605	7	2,978	7
Saranac Lake (part).....	13	347	6,596	108	6	9	1,886	4	3,977	4
Tupper Lake.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	2
Remainder of County.....	38	232	(D)	(D)	(D)	18	(D)	3	(D)	3
Fulton County.....	85	1,645	29,894	617	30	70	17,291	15	9,196	15
Glensville.....	63	1,285	23,376	319	28	51	12,915	12	9,085	12
Johnstown.....	19	348	6,350	94	9	16	4,312	3	1,111	3
Remainder of County.....	3	12	(Z)	4	2	3	64	***	***	***
Genesee County.....	57	1,790	33,492	476	38	31	10,613	26	17,681	26
Batavia.....	21	1,102	29,568	314	18	18	6,724	15	12,464	15
Remainder of County.....	21	688	10,906	162	20	10	3,889	11	4,817	11
Greene County.....	22	689	12,059	167	10	17	6,756	5	2,469	5
Catskill.....	12	(D)	(D)	(D)	(D)	9	(D)	3	(D)	3
Remainder of County.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)	2
Hamilton County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Herkimer County.....	44	807	161,083	261	25	27	5,266	17	9,657
Frankfort.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Herkimer.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Ilion.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Little Falls.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	21	376	7,751	131	10	9	1,281	12	4,657
Jefferson County.....	111	2,209	56,286	907	56	76	24,488	35	20,855
Watertown.....	72	2,453	38,899	655	28	52	20,977	20	8,731
Remainder of County.....	39	776	17,387	252	28	24	3,511	15	12,124
Kings County (Brooklyn Borough part of New York City).....	3,339	124,114	2,410,319	28,452	2,439	3,143	1,303,754	196	623,632
Lewis County.....	11	221	4,490	66	5	3	1,414	8	5,007
Livingston.....	40	778	14,817	271	24	14	3,470	26	18,925
Danville.....	6	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	34	(D)	(D)	(D)	(D)	11	(D)	23	(D)
Madison County.....	41	1,074	19,608	261	25	26	6,504	15	7,458
Oneida.....	18	440	8,723	111	10	15	5,915	3	1,056
Remainder of County.....	23	634	10,881	150	15	11	2,588	12	6,390
Morroe County.....	805	43,394	794,753	9,605	373	571	325,934	234	350,126
East Rochester.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Fairport.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Rochester.....	744	41,418	758,041	9,112	332	538	316,713	206	329,925
Remainder of County.....	51	(D)	(D)	(D)	(D)	24	(D)	27	(D)
Montgomery County.....	67	1,833	34,377	522	33	42	14,431	25	16,818
Amsterdam.....	48	1,431	26,403	400	24	37	13,640	11	6,114
Remainder of County.....	19	402	7,974	122	9	5	791	14	10,504
Nassau County.....	825	37,361	731,427	7,903	428	703	303,044	122	262,401
Cedarhurst.....	4	75	921	21	9	4	704	***	***
East Rockaway.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Floral Park.....	21	(D)	(D)	(D)	(D)	20	(D)	1	(D)
Freeport.....	16	1,414	25,837	316	24	10	10,775	3	1,414
Garden City.....	34	2,377	46,452	511	16	28	17,502	6	6,373
Glen Cove.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Great Neck.....	27	782	17,628	175	25	4	4,696	7	23,205
Hempstead.....	32	3,652	75,184	807	38	60	28,764	12	28,561
Long Beach.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Lynbrook.....	51	(D)	(D)	(D)	(D)	50	(D)	1	(D)
Malverne.....	5	38	996	13	6	5	887	***	***
Mineola.....	98	5,366	106,500	1,084	36	74	37,161	14	47,789
New Hyde Park.....	26	2,591	48,481	481	14	28	10,777	8	10,424
Rockville Centre.....	25	1,686	31,395	308	20	19	8,396	6	15,830
Valley Stream.....	32	3,101	58,951	702	13	29	18,217	3	3,052
Westbury.....	37	2,071	38,854	417	21	29	16,964	8	9,633
Williston Park.....	114	7	985	14	5	7	699	***	***
Remainder of County.....	316	10,860	220,751	2,360	165	267	101,401	49	109,172
New York County (Manhattan Borough part of New York City).....	22,151	1,215,869	22,792,374	223,693	11,195	17,259	15,411,319	4,892	21,937,389
Niagara County.....	159	5,678	106,705	1,374	88	123	35,617	36	29,149
Lockport.....	38	924	18,401	258	22	30	7,430	8	3,577
Niagara Falls.....	62	2,432	49,714	661	48	63	19,324	19	20,192
Remainder of County.....	22	(D)	(D)	(D)	(D)	20	(D)	2	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Oneida County.....	339	12,343	229,888	3,257	161	256	115,859	83	98,268
Rose.....	38	1,010	18,603	360	19	31	7,028	7	24,273
Utica.....	219	9,407	184,652	2,635	125	200	97,739	49	53,092
Remainder of County.....	52	1,386	26,655	362	17	25	11,092	27	20,903
Ontonago County.....	750	44,106	875,533	10,110	313	478	295,425	272	527,365
Syracuse.....	664	38,481	762,593	8,876	276	424	265,653	240	464,505
Remainder of County.....	86	5,625	112,940	1,234	37	54	31,772	32	62,862
Ontario County.....	66	1,504	29,174	402	29	39	11,679	27	22,790
Canandaigua.....	15	465	9,217	110	7	10	6,394	5	5,386
Geneva.....	32	1,276	15,673	195	16	22	3,604	10	8,897
Remainder of County.....	19	313	6,284	97	6	7	1,681	12	8,507
Orange County.....	217	7,259	125,614	1,779	115	164	57,185	53	46,557
Middletown.....	56	1,786	30,151	407	37	43	14,837	13	8,942
Newburgh.....	92	3,908	72,031	959	43	75	28,679	17	19,075
Port Jervis.....	20	389	7,078	108	13	16	4,963	4	3,886
Remainder of County.....	49	1,275	26,354	308	22	30	8,906	19	18,117
Orleans County.....	30	902	15,600	225	23	18	6,238	12	4,222
Medina.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	11	(D)	11	(D)
Oswego County.....	66	1,816	31,656	467	44	42	9,701	24	9,701
Pulmon.....	14	332	6,278	91	10	10	1,537	4	1,375
Oswego.....	30	636	10,250	164	22	23	4,981	4	3,886
Remainder of County.....	22	848	15,128	212	13	9	3,183	13	4,426
Otsego County.....	52	947	17,783	309	34	36	8,874	16	8,242
Oneonta.....	37	672	12,654	214	24	26	6,970	11	5,532
Remainder of County.....	15	275	5,129	95	10	10	1,904	5	2,710
Pulmon County.....	11	138	2,834	36	7	7	1,369	4	1,363

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE—Continued

5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Queens County (Queens borough part of New York City).....	1,581	111,066	2,109,361	22,487	760	1,385	864,683	196	1,173,630
Rensselaer County.....	142	6,694	126,336	1,570	67	113	61,431	29	55,283
Rensselaer.....	18	1,302	28,823	357	3	10	13,992	8	31,173
Troy.....	101	4,677	82,467	1,166	52	88	44,825	17	11,717
Rensselaer of County.....	23	715	14,646	147	12	15	2,634	8	12,363
Richmond County (Richmond Borough part of New York City).....	113	3,668	66,119	844	78	105	30,034	8	13,911
Rockland County.....	77	2,547	46,885	594	59	66	27,781	11	6,816
Haverstraw.....	9	200	3,403	49	4	6	2,323	3	683
Nyack.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Rensselaer of County.....	56	(D)	(D)	(D)	(D)	49	(D)	7	(D)
St. Lawrence County.....	160	2,361	44,858	707	52	65	16,152	35	26,823
Massena.....	21	291	5,603	76	11	15	21,077	6	1,449
Ogdenburg.....	22	709	12,954	203	10	16	5,087	6	7,822
Potsdam.....	15	456	9,766	122	5	12	4,155	3	2,449
Rensselaer of County.....	42	905	17,235	376	22	22	4,803	20	14,704
Saratoga County.....	49	1,411	26,144	351	22	31	6,992	17	11,853
Mechanicville.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Saratoga Springs.....	24	804	14,547	221	9	18	5,201	6	3,130
Rensselaer of County.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Schenectady County.....	143	5,649	106,315	1,417	73	119	57,136	29	26,946
Schenectady.....	131	5,334	100,078	1,322	60	105	55,295	26	24,939
Scotia.....	4	54	1,078	17	5	4	585	***	***
Rensselaer of County.....	8	261	5,159	78	8	5	1,256	3	2,007
Schoharie County.....	14	270	5,362	80	6	6	1,060	8	6,578
Schuyler County.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Seneca County.....	22	504	10,603	146	9	10	3,455	12	8,051
Seneca Falls.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Rensselaer of County.....	15	(D)	(D)	(D)	(D)	5	(D)	10	(D)
Stearns County.....	85	1,850	29,518	506	52	53	12,327	32	16,027
Bath.....	9	136	2,738	57	7	10	921	4	2,437
Cornwall.....	16	293	5,965	88	12	16	3,868	***	***
Hornell.....	24	440	9,412	139	15	18	4,417	6	2,615
Rensselaer of County.....	36	609	12,707	222	18	14	3,121	22	10,975
Suffolk County.....	354	1,094	20,786	2,455	192	280	87,666	74	89,570
Amherst.....	13	430	7,430	97	7	10	4,039	13	14,452
Belmont.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Lindenhurst.....	19	445	7,557	112	7	19	5,369	***	***
Longmeadow.....	29	1,022	20,661	222	12	23	11,292	7	7,166
Rensselaer of County.....	283	(D)	(D)	(D)	(D)	219	(D)	64	(D)
Sullivan County.....	108	1,959	31,916	462	83	82	22,104	26	9,624
Tioga County.....	16	433	8,125	113	6	9	4,732	7	2,664
Owego.....	9	210	3,823	58	5	5	1,901	4	1,850
Waverly.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Rensselaer of County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Township County.....	59	1,625	31,025	479	39	39	11,393	20	11,717
Utica.....	46	1,263	23,668	368	34	33	8,472	13	9,136
Rensselaer of County.....	13	366	7,457	111	5	6	2,911	7	2,581
Water County.....	136	3,820	72,300	1,029	82	109	43,945	27	22,298
Kingston.....	84	2,474	46,828	675	55	71	34,832	13	7,677
Rensselaer of County.....	52	1,346	25,472	359	27	38	9,113	14	14,611
Warren County.....	73	2,770	49,821	692	39	54	15,198	19	10,522
Glens Falls.....	59	2,860	45,574	722	30	46	14,231	12	8,448
Rensselaer of County.....	14	210	4,447	80	9	8	967	6	2,434
Washington County.....	38	1,141	20,970	365	18	22	5,052	12	8,398
Rudon Falls.....	9	428	7,168	109	2	9	1,936	***	***
Rensselaer of County.....	25	713	13,802	256	16	13	3,116	12	8,398
Wayne County.....	72	2,404	49,310	566	34	38	21,659	34	25,668
Newark.....	16	704	17,167	156	5	11	4,234	5	12,616
Rensselaer of County.....	56	1,700	32,150	410	29	27	17,401	29	13,662
Westchester County.....	213	39,448	796,217	8,336	440	668	309,634	195	299,218
Bronxville.....	12	(D)	(D)	(D)	(D)	9	(D)	(D)	(D)
Dobbs Ferry.....	6	40	(Z)	9	2	6	819	***	***
Hastings on Hudson.....	4	(D)	(D)	(D)	(D)	4	(D)	(D)	(D)
Larchmont.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Monkton.....	39	1,912	39,997	392	13	34	14,077	5	5,185
Mount Kisco.....	11	256	5,171	52	4	11	2,444	***	***
Mount Vernon.....	153	9,580	183,284	2,063	83	121	54,356	32	72,236
New Rochelle.....	81	2,787	54,255	532	44	69	37,261	12	13,606
North Pelham.....	1	(D)	(D)	(D)	(D)	1	(D)	(D)	(D)
North Tarrytown.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Ossining.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Peekskill.....	36	(D)	(D)	(D)	(D)	30	10,090	4	4,862
Pelham Manor.....	16	1,320	28,662	264	6	11	7,415	5	20,452
Port Chester.....	41	1,092	20,403	232	19	37	15,219	4	3,875
Rye.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Scarsdale.....	14	116	2,277	25	7	9	1,243	5	3,519

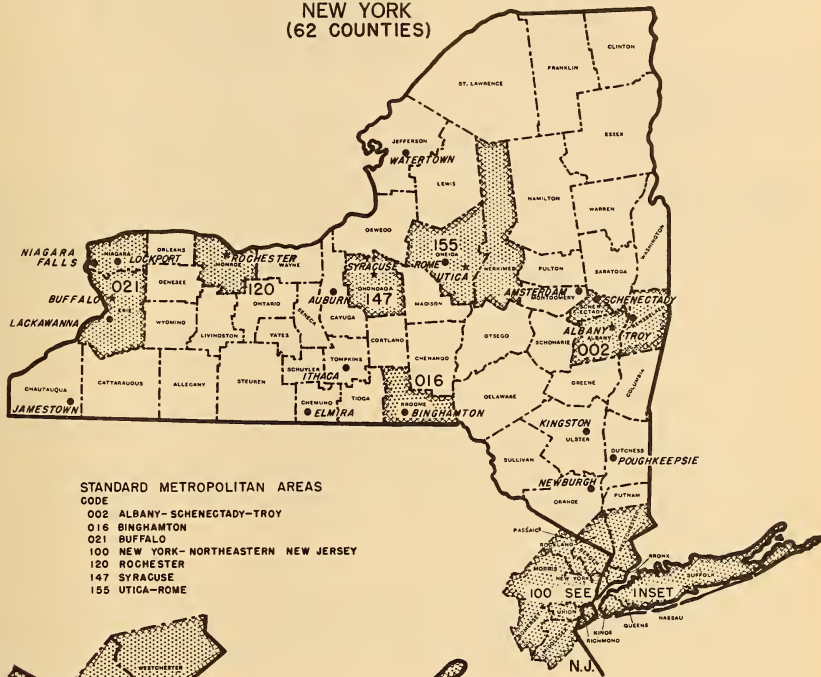
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Westchester County—Con.....									
Tarrytown.....	8	1+997	53+599	364	2	8	11+621	...	...
Tuckahoe.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
White Plains.....	111	6+346	125+964	1+247	49	85	33+879	26	46+066
Yonkers.....	181	8+216	164+307	1+807	125	157	80+550	24	38+459
Remainder of County.....	62	2+701	67+043	779	39	48	26+900	14	18+798
Wyoming County.....	17	194	3+776	86	13	10	752	7	3+777
Yates County.....	24	522	8+048	158	11	13	4+901	11	4+093
Penn. Yan.....	17	(D)	(D)	(D)	(D)	11	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEW YORK (62 COUNTIES)



STANDARD METROPOLITAN AREAS
CODE
002 ALBANY-SCHENECTADY-TROY
016 BINGHAMTON
021 BUFFALO
100 NEW YORK-NORTHEASTERN NEW JERSEY
120 ROCHESTER
147 SYRACUSE
155 UTICA-ROME



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-33

NORTH CAROLINA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15 (\$1,000)	Employees (Number)		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
North Carolina, total.....1954.. 1948..	4,750 3,690	162,659 102,530	3,332,982 2,125,818	50,660 41,037	2,840 2,300	2,957 1,984	1,514,173 1,022,714	1,793 1,706	2,651,585 2,034,110
Alamance County.....	70	1,912	38,587	627	43	49	16,265	21	18,379
Burlington.....	50	1,451	29,457	450	37	40	14,024	10	13,231
Graham.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	7	(D)	8	(D)
Alexander County.....	11	98	1,777	53	7	5	848	6	1,043
Alleghany County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Anson County.....	16	369	8,013	103	4	10	3,192	6	2,533
Ashe County.....	11	448	7,604	146	10	4	1,592	7	5,608
Avery County.....	3	16	(Z)	7	1	...	...	3	463
Beaufort County.....	50	1,386	28,206	544	39	29	15,123	21	21,653
Washington.....	33	1,026	21,633	414	22	23	12,357	10	9,418
Remainder of County.....	17	362	6,573	130	17	6	2,766	11	11,835
Bertie County.....	15	158	4,773	110	18	5	1,364	10	3,202
Bladen County.....	20	410	9,436	223	13	6	3,097	14	9,481
Brunswick County.....	3	106	2,553	29	1	3	1,940	...	...
Buncombe County.....	105	6,990	138,449	2,302	86	134	64,344	51	52,325
Asheville.....	54	5,747	113,807	1,863	67	110	56,496	44	41,533
Remainder of County.....	31	1,243	24,642	439	19	24	7,852	7	10,793
Burke County.....	27	436	9,294	148	17	19	6,213	8	21,589
Morganton.....	20	(D)	(D)	(D)	(D)	14	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Cabarrus County.....	44	1,013	19,323	322	28	30	8,195	14	15,844
Concord.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Caldwell County.....	27	1,395	41,084	336	26	20	9,337	7	26,531
Lenoir.....	16	(D)	(D)	(D)	(D)	13	(D)	3	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Canden County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Carteret County.....	45	747	16,874	317	39	36	6,140	9	15,470
Waynes County.....	12	240	4,595	72	12	7	2,132	5	14,421
Remainder of County.....	33	507	12,279	246	27	29	4,008	4	1,049
Caswell County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Catawba County.....	88	2,767	57,581	828	89	88	32,153	20	9,367
Hickory.....	59	2,011	42,102	621	37	50	25,929	9	5,315
Newtown.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	12	(D)	9	(D)
Chatham County.....	15	164	4,063	56	16	10	4,278	5	2,315
Cherokee County.....	17	176	4,034	70	13	11	3,737	6	2,449
Chowan County.....	14	334	10,069	266	6	5	2,402	9	9,234
Clay County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Cleveland County.....	45	1,264	24,435	418	39	33	20,160	12	13,412
Kings Mountain.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Shelby.....	3	1,064	20,679	340	24	25	14,033	7	7,835
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Columbus County.....	59	1,189	26,177	533	56	27	15,688	32	42,565
Crawen County.....	57	1,426	23,470	448	38	41	16,491	16	8,274
New Bern.....	41	936	18,010	275	25	29	8,746	12	6,975
Remainder of County.....	16	490	5,460	173	9	12	7,745	4	1,299
Cumberland County.....	91	2,734	56,701	959	55	73	26,599	18	21,336
Fayetteville.....	75	2,439	49,496	844	48	61	24,594	14	11,769
Remainder of County.....	16	295	7,205	115	7	12	2,361	4	9,567
Currituck County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Dare County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Davidson County.....	38	729	14,469	214	30	24	6,250	14	10,934
Lexington.....	16	245	4,740	80	13	14	2,294	3	2,360
Thomasville.....	9	223	4,565	53	7	5	1,132	4	5,101
Remainder of County.....	13	261	5,164	81	9	6	2,224	7	3,477
Davis County.....	9	74	1,538	31	9	5	806	4	1,142
Duplin County.....	33	524	11,590	353	29	12	13,661	21	13,724
Durham.....	130	4,166	82,126	1,390	78	99	33,325	31	43,093
Remainder of County.....	109	3,616	71,671	1,212	66	84	31,042	25	38,466
21	350	...	10,456	178	12	15	2,263	6	4,125

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Edgecombe County.....	68	1,632	35,839	679	32	37	16,650	31	29,178
Rocky Mount (part) ¹	37	11,775	257,735	417	15	24	91,704	13	13,667
Tarboro.....	243	17	61,160	186	12	9	5,355	8	7,638
Remainder of County.....	14	214	3,946	76	5	4	1,850	10	7,873
Forsyth County.....	191	7,771	167,512	2,401	125	139	63,640	92	78,617
Winston-Salem.....	177	(D)	(D)	(D)	(D)	126	(D)	51	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Franklin County.....	15	241	3,956	100	16	7	933	8	5,254
Gaston County.....	114	3,430	62,008	943	70	79	88,020	35	82,118
Belmont.....	10	319	5,894	76	8	7	1,648	3	16,852
Gastonia.....	82	2,850	51,691	773	44	57	83,265	25	60,926
Remainder of County.....	22	261	4,423	94	18	15	3,107	7	4,340
Gates County.....	4	26	519	12	2	***	***	4	1,730
Graham County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Grenville County.....	14	339	8,171	225	18	7	2,945	7	16,520
Oxford.....	10	(D)	(D)	(D)	(D)	3	(D)	7	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Greene County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Guilford County.....	439	20,638	405,659	4,760	187	269	154,483	170	251,213
Greensboro.....	275	14,722	290,862	3,323	101	167	116,233	108	141,600
High Point.....	124	4,139	82,562	1,038	70	84	32,475	40	87,047
Remainder of County.....	40	1,777	32,235	399	16	18	5,775	22	62,506
Halifax County.....	62	925	21,789	463	34	41	12,290	21	9,189
Roanoke Rapids.....	21	385	7,740	8	8	17	4,615	4	1,682
Remainder of County.....	41	540	14,049	336	26	24	7,675	7	7,790
Harnett County.....	43	541	10,956	206	32	28	8,368	15	6,708
Dunn.....	33	445	9,265	176	29	23	6,984	10	5,566
Remainder of County.....	10	96	1,691	30	3	5	1,384	5	1,142
Haywood County.....	26	414	10,461	163	13	15	4,447	11	2,389
Waynesville.....	13	230	8,401	99	5	8	3,666	5	867
Remainder of County.....	13	184	4,060	64	8	7	781	1	1,522
Henderson County.....	33	739	15,376	284	23	21	7,514	12	5,000
Hendersonville.....	28	(D)	(D)	(D)	(D)	19	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Hertford County.....	25	884	18,238	346	24	14	10,677	11	10,814
Hoke County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hyde County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Iredell County.....	55	924	22,166	323	42	39	11,704	16	10,372
Mocksville.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Statesville.....	35	646	13,472	196	21	24	6,892	11	7,932
Remainder of County.....	16	(D)	(D)	(D)	(D)	12	(D)	4	(D)
Jackson County.....	7	91	2,108	34	3	4	263	3	1,789
Johnston County.....	54	921	20,417	428	42	27	8,594	27	33,252
Smithfield.....	32	432	10,459	234	19	13	3,255	10	19,428
Remainder of County.....	31	489	9,558	194	23	14	5,339	17	13,529
Jones County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lee County.....	14	781	15,292	273	26	19	10,189	15	8,508
Sanford.....	31	(D)	(D)	(D)	(D)	18	(D)	13	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lenoir County.....	74	2,093	39,526	1,032	64	37	19,609	37	58,473
Kinston.....	56	1,719	32,838	841	42	30	16,036	26	43,486
Remainder of County.....	18	374	6,688	191	22	7	3,573	11	14,987
Lincoln County.....	19	336	5,612	98	14	14	7,365	5	7,012
Lincolnton.....	11	(D)	(D)	(D)	(D)	10	(D)	4	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	4	(D)	1	(D)
McDowell County.....	14	271	6,985	91	10	8	4,390	6	2,157
Macon County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Madison County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Martin County.....	23	480	11,802	278	23	7	3,854	16	17,140
Mecklenburg County.....	750	44,659	878,727	10,435	242	451	324,516	299	1,000,028
Charlotte.....	669	41,439	812,291	9,652	219	406	303,143	283	951,143
Remainder of County.....	61	3,220	66,436	783	23	45	21,373	16	48,886
Mitchell County.....	9	244	4,456	63	5	6	2,314	3	2,203
Montgomery County.....	15	168	3,013	60	15	8	1,701	7	5,820
Moore County.....	26	410	8,614	147	20	12	5,634	14	7,556

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Rocky Mount is in Edgecombe and Nash counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wash County.....	76	1,949	43,478	899	37	44	16,667	32	40,907
Rocky Mount (part).....	56	1,170	36,073	784	20	33	14,503	23	36,093
Remainder of County.....	20	245	5,405	115	17	11	2,104	9	4,814
New Hanover County.....	133	5,189	109,468	1,502	80	98	37,437	35	91,047
Wilmington.....	108	3,950	83,036	1,178	63	86	32,156	22	53,419
Remainder of County.....	25	1,230	26,430	323	17	12	5,281	13	37,628
Northampton County.....	12	190	3,899	61	4	4	2,689	8	3,807
Onslow County.....	29	590	11,555	179	21	15	4,117	14	5,045
Orange County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Chapel Hill.....	(D)	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Pamlico County.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Pasquotank County.....	52	1,148	20,445	396	32	34	11,306	18	10,911
Elizabeth City.....	38	825	15,819	294	23	28	7,632	10	6,484
Remainder of County.....	14	323	4,626	102	9	6	3,674	8	4,027
Pender County.....	8	140	2,525	64	5	4	1,350	4	1,486
Perquimans County.....	10	116	2,694	51	6	6	1,445	4	1,437
Pernam County.....	22	305	8,827	226	14	11	4,473	11	5,680
Pitt County.....	82	3,013	76,480	1,495	70	44	29,174	38	58,715
Greenville.....	56	1,869	43,198	795	44	34	25,706	22	32,218
Remainder of County.....	26	1,144	33,282	700	26	10	3,468	16	26,505
Folk County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Randolph County.....	35	522	11,192	199	25	20	4,725	15	6,176
Asheboro.....	12	236	5,028	85	5	9	2,907	11	1,016
Remainder of County.....	23	286	6,164	114	20	11	1,818	12	5,160
Richmond County.....	27	349	6,564	133	21	17	3,773	10	4,315
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Robeson County.....	23	(D)	(D)	(D)	(D)	14	(D)	9	(D)
Robeson County.....	74	1,422	30,138	563	47	31	11,400	43	52,559
Lumberton.....	38	781	19,924	331	20	20	5,448	18	21,403
Remainder of County.....	36	641	10,214	232	27	11	5,952	25	31,156
Rockingham County.....	57	876	21,470	439	52	29	7,749	28	20,495
Reidsville.....	32	152	8,406	179	10	17	2,561	7	7,501
Remainder of County.....	39	524	12,664	260	35	19	5,188	20	12,944
Rowan County.....	83	2,399	46,773	705	44	54	25,316	29	31,146
Salisbury.....	58	1,697	31,906	505	31	39	18,497	19	26,699
Remainder of County.....	25	702	14,867	200	13	15	6,819	10	4,447
Rutherford County.....	29	454	10,912	143	17	20	3,621	9	4,446
Sampson County.....	29	285	5,522	110	22	12	5,961	17	7,759
Clinton.....	19	198	3,776	74	15	8	5,679	11	6,047
Remainder of County.....	10	87	1,746	36	7	4	282	6	1,712
Scotland County.....	24	985	24,523	354	5	15	11,336	9	4,727
Laurinburg.....	17	762	19,046	293	12	8	8,252	3	3,259
Remainder of County.....	7	223	4,577	61	***	3	3,084	4	1,568
Stanly County.....	25	414	8,482	163	20	14	4,149	11	4,021
Albemarle.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Stokes County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Surry County.....	46	757	15,812	346	43	26	9,375	20	10,541
Mount Airy.....	22	338	7,680	194	22	17	4,591	5	2,852
Remainder of County.....	24	419	8,132	152	21	9	4,784	15	7,689
Swain County.....	6	69	1,264	27	4	3	955	3	692
Transylvania County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Tyrrell County.....	7	138	2,917	64	3	3	1,437	4	3,305
Union County.....	27	599	11,981	157	18	15	10,447	12	8,132
Worcester.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Vance County.....	37	919	20,061	441	45	20	7,761	17	18,338
Henderson.....	22	590	14,177	333	31	11	2,690	11	15,218
Remainder of County.....	15	329	5,884	108	14	9	5,071	6	3,120
Wake County.....	268	11,817	237,524	3,320	338	176	118,671	90	134,088
Raleigh.....	208	9,942	199,619	2,523	87	90	90,048	37	113,359
Remainder of County.....	64	1,871	40,905	793	51	41	28,563	23	20,777
Warren County.....	12	151	4,069	108	14	3	2,442	9	5,265
Washington County.....	10	223	5,240	113	7	5	2,058	5	2,523
Watauga County.....	10	105	2,548	54	7	4	383	6	2,259

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

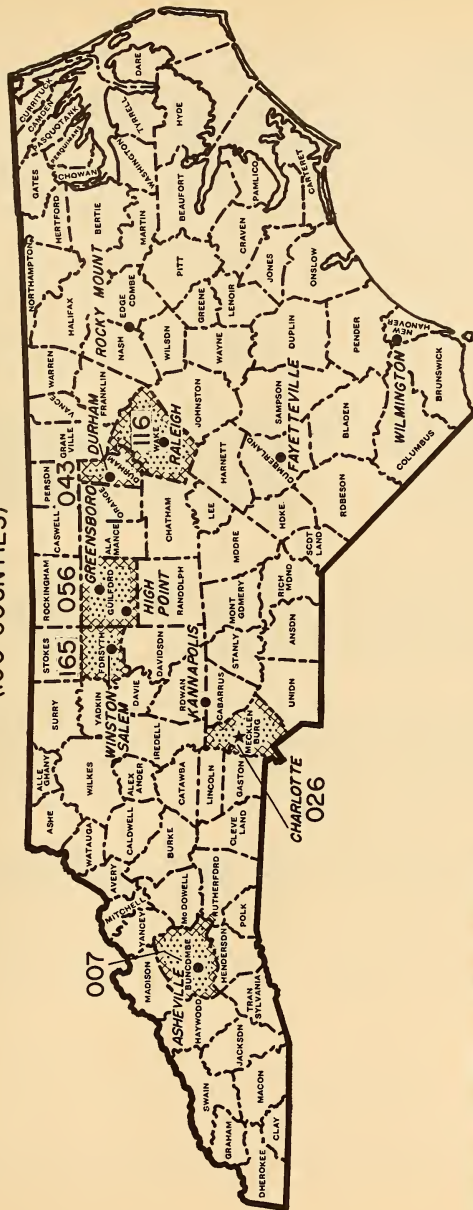
*Rocky Mount is in Edgecombe and Nash counties.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wayne County.....	94	21534	481896	902	64	63	281608	31	231970
Goldstboro.....	63	11992	381670	703	44	48	251679	15	151684
Remainder of County.....	31	542	101226	199	20	15	21929	16	81286
Wilkes County.....	35	675	131249	237	26	29	151432	6	21393
Wilson County.....	76	31050	731863	11879	47	44	351115	32	661799
Wilson.....	61	21652	651135	11609	40	38	331552	23	551928
Remainder of County.....	15	396	81728	270	7	6	11563	9	101871
Tadkin County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Yancey County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NORTH CAROLINA (100 COUNTIES)




STANDARD METROPOLITAN AREAS

CODE

- 007 ASHEVILLE
- 026 CHARLOTTE
- 043 DURHAM
- 056 GREENSBORO-HIGH POINT
- 116 RALEIGH
- 165 WINSTON-SALEM

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
-  STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-34

NORTH DAKOTA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
North Dakota, total.....1954..	2,071	32,706	690,966	8,885	852	416	255,414	1,655	557,312
.....1948..	2,102	24,705	486,596	8,885	842	298	177,702	1,804	749,073
Adams County.....	25	196	4,909	81	11	5	907	20	5,473
Barnes County.....	52	415	7,707	110	16	6	2,745	46	9,152
Valley City.....	15	208	4,346	65	2	14	2,474	9	1,770
Remainder of County.....	37	207	3,361	45	2	***	***	37	7,422
Benson County.....	43	(D)	(D)	(D)	(D)	1	(D)	42	(D)
.....	***	(D)	(D)	(D)	(D)	***	***	***	(D)
Billings County.....	55	(D)	(D)	(D)	(D)	2	(D)	53	(D)
Bottineau County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Bowdon County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Burke County.....	78	3,294	64,426	742	27	41	36,181	37	14,528
Burlingame County.....	62	3,210	62,822	713	23	41	36,181	21	11,599
Remainder of County.....	16	84	1,604	29	4	***	***	16	2,929
Cass County.....	240	12,716	267,644	2,975	74	106	107,014	134	182,792
Fargo.....	154	11,498	242,903	2,668	43	101	100,802	53	100,969
Remainder of County.....	86	1,218	24,741	307	31	5	6,212	81	81,823
Cavalier County.....	48	(D)	(D)	(D)	(D)	1	(D)	47	(D)
Dickey County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Divide County.....	25	193	2,468	38	6	4	455	21	3,644
Dunn County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Eddy County.....	16	106	2,026	41	6	3	635	13	1,949
Emmons County.....	24	(D)	(D)	(D)	(D)	1	(D)	23	(D)
Foster County.....	20	(D)	(D)	(D)	(D)	2	(D)	18	(D)
Golden Valley County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Grand Forks County.....	95	2,598	59,561	684	45	40	21,970	55	23,804
.....	22	2,310	53,696	570	26	36	21,416	16	15,015
Remainder of County.....	43	288	5,865	114	19	4	354	39	8,785
Grant County.....	15	78	1,368	30	5	***	***	15	2,216
Griggs County.....	18	75	1,642	29	6	***	***	18	3,134
Hettinger County.....	28	(D)	(D)	(D)	(D)	2	(D)	26	(D)
Kidder County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
La Moure County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
Logan County.....	13	57	1,040	18	2	***	***	13	2,524
McHenry County.....	49	(D)	(D)	(D)	(D)	2	(D)	47	(D)
McIntosh County.....	24	117	2,502	51	12	5	549	19	3,426
McKenzie County.....	19	(D)	(D)	(D)	(D)	1	(D)	18	(D)
McLean County.....	47	444	8,889	121	21	3	1,576	44	9,396
Mercer County.....	20	114	2,062	50	9	***	***	20	4,013
Morton County.....	40	377	8,038	116	21	10	2,674	30	13,884
Handan.....	17	198	4,572	64	12	7	1,839	10	6,522
Remainder of County.....	23	179	3,466	50	9	3	835	20	7,362
Mountrail County.....	37	(D)	(D)	(D)	(D)	2	(D)	35	(D)
Nelson County.....	37	(D)	(D)	(D)	(D)	1	(D)	36	(D)
Oliver County.....	4	7	(Z)	2	2	***	***	4	286
Pembina County.....	62	387	8,681	194	24	4	477	58	12,215
Pierce County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Ramsey County.....	66	664	15,441	191	30	19	7,463	47	9,065
Devils Lake.....	25	445	11,194	130	16	16	7,008	9	1,935
Remainder of County.....	41	199	4,247	61	14	3	455	38	7,078
Ransom County.....	25	107	1,926	38	17	3	558	22	3,631
Renville County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Richland County.....	62	445	8,412	155	38	11	4,215	51	8,083
Wahpeton.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	49	(D)	(D)	(D)	(D)	2	(D)	47	(D)
Rolette County.....	29	(D)	(D)	(D)	(D)	2	(D)	27	(D)
Sargent County.....	28	195	4,289	62	19	***	***	28	4,438

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Sheridan County.....	16	60	1,073	19	7	...	...	16	1,863
Sioux County.....	8	16	(2)	7	3	...	...	8	460
Slope County.....	...	...	...	...	...	...	...	...	...
Stark County.....	55	717	17,530	272	22	17	6,427	38	17,076
Dickinson.....	26	405	9,794	113	12	14	6,171	12	2,708
Remainder of County.....	29	312	7,736	159	10	3	256	26	14,368
Steele County.....	16	89	1,467	27	3	...	...	16	2,593
Stutsman County.....	62	696	15,622	225	27	12	4,565	50	9,814
Jamestown.....	23	(D)	(D)	(D)	(D)	11	(D)	12	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	1	(D)	38	(D)
Towner County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Trill County.....	44	415	10,812	185	23	4	865	40	9,484
Walsh County.....	61	465	11,029	204	25	3	856	58	14,081
Ward County.....	107	2,597	59,680	701	47	46	29,858	61	30,865
Minot.....	66	2,221	52,285	591	37	42	23,359	24	24,625
Remainder of County.....	41	376	7,395	110	10	4	6,499	37	6,240
Wells County.....	43	183	3,222	53	22	3	377	40	6,765
Williams County.....	92	1,541	30,587	377	28	39	19,951	53	19,049
Williston.....	46	1,073	21,121	262	12	28	16,602	18	6,773
Remainder of County.....	46	468	9,466	115	16	11	3,349	35	12,276

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

[illegible]

● PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950) - NONE
STANDARD METROPOLITAN AREAS - NONE

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

**BUREAU OF THE CENSUS
WASHINGTON 25, D. C.**

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

February 1956

Series: FW-1-35

OHIO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Ohio, total.....1954- 1948.....	11,968 10,410	620,285 409,490	12,145,627 7,823,119	135,740 117,316	6,197 5,887	7,832 6,359	4,600,748 3,882,463	4,136 4,051	7,913,295 5,383,396
Adams County.....	12	157	3,605	67	10	6	615	6	2,712
Allen County.....	159	5,709	110,639	1,394	88	107	55,238	52	45,457
Delphos (part).....	3	456	31	23	5	3	278	1	208
Lima.....	121	44,750	951,105	14,150	63	91	39,705	30	34,459
Remainder of County.....	31	893	13,966	221	20	13	15,374	18	9,600
Ashtabula County.....	34	434	8,208	126	32	19	4,997	15	3,308
Ashtabula.....	20	286	6,414	81	20	16	3,815	14	1,235
Remainder of County.....	14	148	1,794	45	12	3	1,182	11	2,073
Ashtabula County.....	82	11,580	30,126	445	54	59	16,074	23	13,678
Ashtabula.....	51	11,027	19,259	266	31	43	11,523	8	6,305
Conneaut.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Athens County.....	38	696	14,612	244	29	21	5,511	17	3,213
Athens.....	22	489	10,648	170	16	10	3,350	12	6,235
Remainder of County.....	16	207	3,964	74	13	11	2,161	5	2,978
Auglaize County.....	49	909	25,082	288	40	25	7,445	24	26,352
St. Marys.....	12	249	6,161	5	8	7	2,179	5	6,195
Wapakoneta.....	11	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	11	(D)	15	(D)
Belmont County.....	57	882	17,270	270	50	41	8,874	16	5,157
Bellaire.....	17	(D)	(D)	(D)	(D)	16	(D)	1	(D)
Martins Ferry.....	14	341	6,901	98	9	10	3,011	4	2,147
Remainder of County.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Brown County.....	23	304	7,303	183	21	6	935	17	10,335
Butler County.....	123	44,283	84,339	1,052	64	90	36,260	33	18,631
Hamilton.....	72	53,111	24,600	644	46	56	24,455	18	9,130
Middletown.....	37	14,552	26,574	322	13	27	9,467	10	4,474
Oxford.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Carroll County.....	7	37	722	34	9	4	145	3	3,099
Champaign County.....	26	359	6,158	132	11	12	4,362	14	4,472
Urbana.....	13	202	3,087	63	5	8	2,787	5	1,432
Remainder of County.....	13	157	3,071	69	6	4	1,575	9	3,540
Clark County.....	112	3,851	72,084	985	42	82	28,030	30	24,193
Springfield.....	107	(D)	(D)	(D)	(D)	80	(D)	27	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Clermont County.....	31	421	10,280	126	26	20	3,548	11	4,829
Garrison County.....	37	471	10,352	181	35	19	5,269	18	20,122
Wilmington.....	19	234	5,088	99	17	9	2,098	10	5,989
Remainder of County.....	18	237	5,264	82	18	10	3,171	8	14,233
Columbiana County.....	94	21,194	46,361	598	67	70	13,960	24	17,322
East Liverpool.....	33	11,234	26,633	262	24	28	7,364	5	8,010
East Palestine.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Salmon.....	18	252	5,200	84	11	14	2,455	4	1,789
Millville.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	33	626	12,673	193	24	21	3,604	12	6,907
Coshocton County.....	36	498	11,349	154	26	22	5,654	14	8,497
Coshocton.....	29	350	7,757	104	23	18	3,484	11	4,378
Remainder of County.....	7	148	3,592	50	3	4	2,170	3	4,119
Crawford County.....	56	11,023	23,327	334	37	31	7,020	25	18,646
Bucyrus.....	25	357	6,629	102	22	14	2,786	11	4,075
Galion.....	12	(D)	(D)	(D)	(D)	6	(D)	13	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	6	(D)	13	(D)
Cuyahoga County.....	3,065	212,244	4,171,856	42,076	1,350	2,005	1,375,837	1,060	2,773,248
Bay.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Bedford.....	4	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Beersville.....	13	(D)	(D)	(D)	(D)	4	(D)	6	(D)
Brooklyn.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Cleveland.....	2,706	199,523	3,930,413	39,287	1,194	1,763	1,266,289	94	2,678,921
Cleveland Heights.....	46	518	6,630	105	28	32	2,426	14	13,330
East Cleveland.....	33	821	17,129	174	18	28	6,783	5	1,324
Euclid.....	29	1,793	40,278	344	18	21	8,623	8	7,983
Fairview Park.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Garfield Heights.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Lakewood.....	60	14,978	36,806	335	33	31	14,767	29	22,605
Lynchburg.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Maple Heights.....	7	(D)	(D)	(D)	(D)	7	4,891	***	***
Mayfield Heights.....	4	(D)	(D)	(D)	(D)	1	(D)	1	(D)
North Olmsted.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Parma.....	14	100	6,510	79	7	10	3,701	4	2,037
Rocky River.....	10	176	4,075	30	4	7	1,578	6	3,745
Shaker Heights.....	17	477	8,384	87	9	4	11,225	10	11,225
South Euclid.....	19	543	11,305	107	9	13	4,269	3	3,773
University Heights.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	67	3,892	65,499	720	37	50	38,935	17	13,380
Darke County.....	74	1,621	37,177	628	50	29	11,229	45	30,438
Greenville.....	28	578	12,285	159	16	11	5,079	15	10,421
Remainder of County.....	18	1,043	24,992	469	12	8	6,150	30	20,017

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Belongs in Allen and Van Wert counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, weekwork ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Defiance County.....	38	745	14,029	190	23	17	4,866	21	10,460
Defiance.....	24	623	11,253	143	14	14	4,154	10	2,993
Remainder of County.....	14	122	2,776	47	9	3	302	11	7,462
Delaware County.....	36	770	15,482	214	12	19	6,719	17	11,710
Delaware.....	22	551	10,916	142	9	15	5,958	7	8,269
Remainder of County.....	14	219	4,566	72	3	4	761	10	3,441
Erie County.....	78	2,311	45,118	566	45	62	15,381	16	10,632
Sandusky.....	54	1,850	35,470	460	31	46	13,312	8	6,187
Remainder of County.....	24	461	9,648	106	14	16	2,069	8	4,445
Fairfield County.....	57	1,671	32,739	416	40	39	7,436	23	15,279
Lebanon.....	37	1,463	29,217	398	22	28	7,153	9	11,742
Remainder of County.....	20	208	3,522	68	18	6	303	14	3,537
Fayette County.....	28	582	12,407	232	19	14	15,439	14	11,105
Washington.....	25	(D)	(D)	(D)	(D)	13	(D)	12	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Franklin County.....	842	55,985	1,063,234	12,411	409	605	522,150	237	465,759
Bedford.....	4	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Columbus.....	761	47,047	889,244	10,568	357	552	463,821	209	407,599
Grandview Heights.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Upper Arlington.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Remainder of County.....	69	7,269	1,34,646	1,540	45	46	45,366	23	51,895
Fulton County.....	47	1,339	26,055	429	39	13	2,613	34	53,786
Gallia County.....	18	237	5,320	95	11	9	1,776	5	6,522
Gallipolis.....	10	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Geauga County.....	15	291	5,539	92	11	7	665	8	3,843
Greene County.....	32	1,758	31,062	368	21	22	22,754	10	12,091
Fairborn.....	3	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Veneta.....	16	935	16,099	214	9	11	17,055	5	3,502
Remainder of County.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Guernsey County.....	34	527	9,752	188	19	21	5,819	13	4,167
Cambridge.....	29	(D)	(D)	(D)	(D)	20	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Hamilton County.....	1,789	112,000	2,146,872	23,729	887	1,111	708,537	678	2,263,170
Cheriot.....	2	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Cincinnati.....	1,609	100,643	1,907,851	21,224	799	988	650,646	621	2,085,560
Deer Park.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Lincoln Heights.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Lockland.....	11	1,362	33,526	283	2	6	734	5	19,810
Mount Healthy.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
North College Hill.....	41	216,900	52,720	613	15	29	9,868	12	106,874
Worwood.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Reading.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
St. Bernard.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Wysoming.....	83	4,007	82,307	933	46	50	21,222	33	40,079
Remainder of County.....	65	2,491	50,364	741	44	39	37,689	26	52,467
Hancock County.....	44	(D)	(D)	(D)	(D)	32	(D)	12	(D)
Findlay.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Porteria (part).....	18	(D)	(D)	(D)	(D)	6	(D)	12	(D)
Remainder of County.....	37	588	12,064	208	27	12	2,337	25	20,010
Hardin County.....	13	252	4,894	69	9	7	1,285	6	1,539
Lexington.....	24	336	7,170	139	18	5	1,052	19	18,471
Remainder of County.....	11	290	5,685	129	9	7	1,844	4	4,722
Harrison County.....	45	958	22,194	287	24	15	3,721	30	28,500
Henry County.....	21	507	11,516	152	10	8	2,221	13	13,439
Napoleon.....	24	451	10,678	135	10	7	1,510	17	15,061
Remainder of County.....	29	363	6,936	144	23	12	2,949	17	10,871
Hillsboro.....	14	220	3,760	78	11	6	2,369	8	3,619
Remainder of County.....	15	143	3,176	66	12	6	580	9	7,252
Hocking County.....	10	206	3,953	56	6	5	1,839	5	1,461
Logan.....	7	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Holmes County.....	18	179	3,480	80	15	5	457	13	4,222
Huron County.....	49	1,179	22,508	302	26	25	9,761	24	12,539
Bellevue (part).....	6	75	1,259	19	3	3	3,765	3	1,102
Novak.....	19	556	10,194	133	11	15	4,023	4	2,799
Remainder of County.....	24	548	11,055	150	12	7	1,973	17	8,638
Jackson County.....	28	473	8,856	151	22	18	4,717	10	3,919
Jackson.....	9	(D)	(D)	(D)	(D)	7	(D)	8	(D)
Wellston.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Jefferson County.....	93	2,932	62,761	817	63	76	27,924	17	13,089
Stuebenville.....	74	2,438	49,726	677	51	61	23,569	13	8,921
Toronto.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	18	(D)	(D)	(D)	(D)	14	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available. n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Porteria is in Hancock, Seneca & Wood counties.

*Bellevue is in Huron & Sandusky counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					
Knox County.....	34	670	15,645	204	19	15	2,953	19	15,728
Mount Vernon.....	20	513	9,809	131	8	11	2,676	9	10,248
Remainder of County.....	14	157	5,836	73	11	4	277	10	5,533
Lake County.....	58	1,162	22,444	272	35	44	8,686	14	6,511
Eastlake.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Palmerville.....	19	615	11,755	183	9	14	4,687	5	3,263
Wickliffe.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Willoughby.....	7	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Lawrence County.....	24	672	10,552	178	20	15	5,078	9	9,101
Ironton.....	19	(D)	(D)	(D)	(D)	14	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Licking County.....	65	1,107	22,155	347	57	43	11,850	22	8,999
Newark.....	43	852	17,181	256	39	35	11,202	8	3,603
Remainder of County.....	22	255	4,974	91	18	8	648	14	5,395
Logan County.....	40	1,193	21,747	303	28	15	18,993	25	11,877
Bellefontaine.....	21	928	16,116	219	12	11	18,352	10	2,446
Remainder of County.....	19	265	5,631	84	16	4	641	15	9,231
Lorain County.....	132	4,180	79,380	916	84	102	32,734	30	16,832
Elyria.....	50	1,661	30,603	369	27	39	11,638	11	8,446
Lorain.....	55	1,986	38,605	434	38	47	17,676	8	3,518
Lorain.....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	16	(D)	10	(D)
Lucas County.....	701	38,907	764,816	8,589	295	510	310,802	191	275,411
Maumee.....	10	871	15,324	181	8	6	12,418	4	17,252
Toledo.....	649	35,724	704,168	7,905	269	469	280,584	172	222,620
Remainder of County.....	50	2,312	45,324	503	18	35	17,700	15	35,531
Madison County.....	23	271	5,790	98	7	7	699	16	7,168
London.....	13	(D)	(D)	(D)	(D)	5	(D)	8	2,085
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Mahoning County.....	364	19,040	376,974	4,246	156	280	148,692	84	139,301
Campbell.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Shadyside.....	4	29	586	5	8	5	520	4	520
Youngstown (part).....	317	16,555	328,369	3,691	133	243	131,214	74	118,503
Remainder of County.....	41	(D)	(D)	(D)	(D)	31	(D)	10	(D)
Marion County.....	63	1,509	31,024	407	47	46	15,561	17	16,279
Marion.....	51	1,313	26,964	352	34	41	15,141	10	13,853
Remainder of County.....	12	196	4,060	55	13	5	420	7	2,426
Medina County.....	32	1,429	33,312	305	26	21	6,797	11	12,458
Medina.....	13	(D)	(D)	(D)	(D)	11	(D)	2	(D)
Wadsworth.....	7	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of County.....	12	290	5,707	71	7	6	1,917	6	3,648
Meigs County.....	18	184	3,645	73	10	10	2,810	8	1,988
Mercer County.....	43	738	18,663	231	33	19	3,920	24	17,928
Colima.....	14	181	3,580	53	10	9	2,114	5	1,708
Remainder of County.....	29	557	15,083	178	23	10	1,816	19	16,220
Miami County.....	57	1,119	22,031	320	29	42	11,885	15	9,125
Piqua.....	25	549	9,972	145	14	19	7,034	6	4,662
Troy.....	14	332	7,134	102	6	9	1,245	5	2,712
Remainder of County.....	18	236	4,925	73	9	14	2,625	4	1,551
Monroe County.....	10	58	1,150	30	11	5	435	5	771
Montgomery County.....	607	37,629	713,878	7,878	273	423	266,221	184	518,691
Dayton.....	538	34,659	652,252	7,165	224	376	240,124	162	494,413
Wilmington.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Olney.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Remainder of County.....	60	2,915	56,986	646	43	42	24,844	18	22,224
Morgan County.....	9	68	1,137	24	7	5	1,337	4	587
Morrow County.....	14	80	1,816	27	7	4	93	10	2,563
Muskingum County.....	91	3,179	87,127	1,125	54	69	25,553	22	19,052
Zanesville.....	79	3,528	83,951	1,071	47	63	24,385	16	16,217
Remainder of County.....	12	151	3,320	54	7	6	1,169	6	2,834
Noble County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Ottawa County.....	33	584	11,800	158	17	15	2,247	18	9,439
Port Clinton.....	11	215	4,013	53	7	7	1,274	4	2,011
Remainder of County.....	22	369	7,787	105	10	8	973	14	7,428
Paulding County.....	20	316	6,149	94	11	6	1,556	14	16,287
Perry County.....	17	256	5,074	61	12	9	1,659	8	2,492
Pickaway County.....	25	450	8,727	134	18	8	2,525	19	7,134
Circleville.....	11	269	4,449	71	7	3	2,429	8	3,223
Remainder of County.....	14	181	4,279	63	7	3	274	11	3,913
Pike County.....	10	138	2,684	40	5	5	1,300	5	3,152

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Youngstown is in Mahoning and Trumbull counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers				Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Portage County.....	84	794	17,409	219	30	31	9,628	13	6,019	(D)
Port.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)	(D)
Revere.....	15	297	6,203	66	8	9	4,403	6	2,370	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	12	(D)	6	(D)	(D)
Prairie County.....	24	278	5,447	109	17	8	1,264	16	6,553	(D)
Pulaski County.....	40	520	10,705	206	25	17	4,982	23	10,803	(D)
Richland County.....	129	5,962	120,027	1,378	54	91	11,997	38	18,657	(D)
Richland.....	105	5,554	111,103	1,287	40	78	59,324	27	15,119	(D)
Shelby.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)	(D)
Ross County.....	45	1,437	29,161	408	28	27	9,747	18	16,204	(D)
Chillicothe.....	13	310	22,388	328	19	19	7,809	13	13,194	(D)
Remainder of County.....	13	(D)	6,877	82	9	8	1,936	5	3,010	(D)
Sandusky County.....	56	1,290	26,011	311	46	36	7,488	20	10,025	(D)
Bellevue (part).....	7	177	4,294	43	5	4	780	3	1,556	(D)
Freemont.....	30	788	15,622	194	26	21	4,961	9	6,504	(D)
Remainder of County.....	19	325	4,995	74	15	11	1,747	8	2,865	(D)
Scioto County.....	91	3,311	64,330	891	53	71	34,762	20	32,179	(D)
Portsmouth.....	78	2,502	57,036	760	47	61	30,918	17	24,706	(D)
Remainder of County.....	13	409	7,294	101	6	10	3,844	3	7,473	(D)
Seneca County.....	78	1,859	36,382	538	43	49	17,298	29	13,606	(D)
Fortoria (part).....	18	453	8,563	125	4	14	5,306	4	968	(D)
Tiffin.....	35	1,042	20,813	277	25	27	10,655	8	3,626	(D)
Remainder of County.....	25	364	7,006	133	14	8	1,337	17	9,012	(D)
Shelby County.....	47	981	13,828	205	36	21	21,687	26	10,875	(D)
Shelby.....	27	707	8,204	122	22	16	20,725	13	3,394	(D)
Remainder of County.....	20	274	5,624	94	14	5	962	15	7,481	(D)
Stark County.....	350	17,645	362,350	4,142	168	278	185,855	72	76,482	(D)
Alliance.....	41	1,762	38,785	452	20	36	4,956	5	5,000	(D)
Canon.....	226	13,360	276,723	3,080	96	178	115,079	48	64,710	(D)
Muskegon.....	34	1,201	27,740	323	20	20	18,046	12	1,829	(D)
Remainder of County.....	49	1,022	19,092	288	32	34	10,774	15	4,923	(D)
Summit County.....	518	31,878	624,293	6,436	297	374	195,498	144	123,627	(D)
Akron.....	443	29,683	577,531	5,893	197	326	188,465	117	283,189	(D)
Barberton.....	21	992	20,767	271	15	14	4,448	7	18,029	(D)
Cuyahoga Falls.....	23	497	4,987	7	17	17	2,048	7	2,048	(D)
Tallmadge.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	14	(D)	13	(D)	(D)
Trumbull County.....	104	3,975	77,045	922	57	76	29,945	28	60,105	(D)
Grand.....	3	120	2,701	39	...	3	1,890	...	...	(D)
Wiles.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)	(D)
Warren.....	61	2,011	39,748	445	29	52	20,727	9	34,185	(D)
Youngstown (part).....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)	(D)
Remainder of County.....	22	940	9,720	138	15	9	1,737	13	10,081	(D)
Tuscarawas County.....	80	1,698	31,989	484	66	59	15,988	21	14,267	(D)
Dover.....	19	(D)	(D)	(D)	(D)	16	(D)	3	(D)	(D)
New Philadelphia.....	23	521	10,034	153	24	17	2,750	6	2,602	(D)
Urichville.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)	(D)
Remainder of County.....	27	267	4,825	113	19	17	2,729	10	4,731	(D)
Union County.....	28	(D)	(D)	(D)	(D)	8	(D)	20	(D)	(D)
Van Wert County.....	53	1,032	20,240	304	38	13	5,508	40	23,229	(D)
Delphos (part).....	3	(D)	(D)	(D)	1	(D)	2	(D)	(D)	(D)
Van Wert.....	26	725	14,216	207	18	9	3,010	17	11,611	(D)
Remainder of County.....	24	(D)	(D)	(D)	(D)	3	(D)	23	(D)	(D)
Vinton County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)	(D)
Warren County.....	15	140	2,605	37	11	7	761	8	2,767	(D)
Franklin.....	(D)	(D)	(D)	(D)	(D)	2	(D)	2	(D)	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)	(D)
Washington County.....	59	1,561	26,093	443	27	35	11,180	24	16,354	(D)
Marion.....	40	1,062	18,508	337	16	26	9,180	14	6,862	(D)
Remainder of County.....	19	419	7,585	106	11	9	2,000	10	9,462	(D)
Wayne County.....	69	1,442	30,398	462	55	41	16,682	28	20,897	(D)
Orville.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)	(D)
Wauseon.....	35	1,006	21,358	255	25	23	12,023	12	10,111	(D)
Remainder of County.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)	(D)
Williams County.....	46	1,075	20,827	279	25	21	10,599	25	15,838	(D)
Bryan.....	12	315	6,842	81	6	8	4,099	4	3,503	(D)
Remainder of County.....	34	760	13,985	198	19	13	6,500	21	12,335	(D)
Wood County.....	54	1,527	43,326	414	31	25	6,831	29	26,540	(D)
Bowling Green.....	16	562	10,580	142	12	9	2,426	7	5,390	(D)
Fortoria (part).....	...	...	...	...	...	...	...	...	...	(D)
Remainder of County.....	38	965	32,746	272	19	16	4,405	22	18,150	(D)
Wyandot County.....	27	468	10,172	157	17	9	2,121	18	9,502	(D)

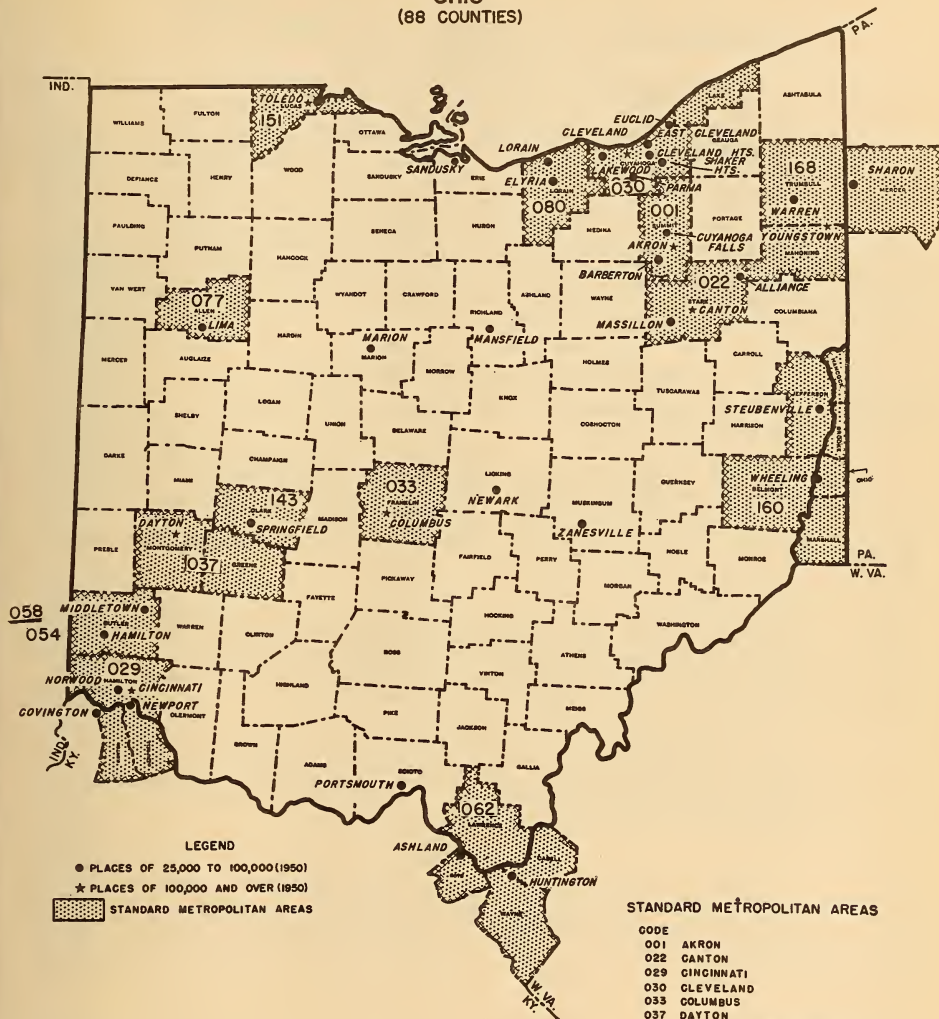
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Delphos is in Allen and Van Wert counties. *Fortoria is in Hancock, Seneca and Wood counties.

*Youngstown is in Mahoning and Trumbull counties.

*Bellevue is in Huron and Sandusky counties.

OHIO (88 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

18984

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-36

OKLAHOMA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Oklahoma, total.....1954..	3,628	101,141	2,094,288	27,234	2,434	2,093	988,588	1,535	1,298,309
1948..	3,302	71,442	1,404,155	24,570	2,108	1,572	719,080	1,170	955,490
Adair County.....	11	99	2,791	53	11	5	974	6	838
Alfalfa County.....	19	153	2,997	67	10	4	1,810	15	2,895
Atoka County.....	12	73	1,561	55	12	4	623	8	5,040
Beaver County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Beckham County.....	44	388	7,502	146	30	19	3,164	25	6,626
Elk City.....	26	283	5,071	89	19	14	2,262	12	3,571
Remainder of County.....	18	105	2,531	57	11	5	902	13	3,123
Blaine County.....	25	157	2,361	62	16	5	324	20	3,049
Bryan County.....	33	613	11,980	202	26	21	7,859	12	3,225
Durant.....	29	(D)	(D)	(D)	(D)	18	(D)	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Caddo County.....	42	257	5,381	111	31	11	1,961	31	4,410
Anadarko.....	16	114	2,810	46	16	7	940	9	1,683
Remainder of County.....	26	143	3,171	65	15	4	921	22	2,736
Canadian County.....	32	305	5,289	97	27	13	1,854	19	5,335
El Reno.....	14	174	3,046	53	13	6	1,140	8	2,502
Remainder of County.....	18	131	2,243	44	14	7	714	11	2,833
Carter County.....	70	1,819	27,095	426	50	46	17,935	24	8,986
Antlers.....	45	914	19,671	318	36	33	10,940	13	5,765
Remainder of County.....	24	405	7,424	108	14	13	7,195	11	3,222
Cherokee County.....	9	80	1,467	53	7	4	990	5	1,847
Choctaw County.....	14	162	3,621	82	11	4	1,817	10	6,220
Hugo.....	5	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Cimarron County.....	17	(D)	(D)	(D)	(D)	1	(D)	16	(D)
Cleveland County.....	17	265	5,819	82	16	8	3,894	9	1,831
Norman.....	14	254	5,291	76	15	8	3,894	6	1,675
Remainder of County.....	3	11	(Z)	6	1	***	***	3	156
Coal County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Comanche County.....	58	1,422	28,468	470	62	41	17,202	17	7,168
Lawton.....	51	1,151	23,654	381	49	38	16,926	13	3,724
Remainder of County.....	7	271	4,814	89	13	3	276	4	3,444
Cotton County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Craig County.....	25	177	4,130	108	19	12	1,963	13	5,500
Vinita.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Creek County.....	38	390	7,476	140	42	27	7,454	11	9,199
Bristow.....	13	92	1,866	36	14	10	1,571	3	525
Dwight.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Sequoyia.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Custer County.....	53	720	16,725	249	44	26	7,441	27	4,843
Clinton.....	35	568	13,924	198	20	12	6,791	3	2,728
Remainder of County.....	20	152	2,801	51	16	6	650	14	2,119
Delaware County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
DeWey County.....	14	81	2,065	48	14	3	721	11	803
Ellis County.....	14	104	2,077	27	12	3	2,549	11	1,232
Garfield County.....	112	3,187	68,884	937	74	72	43,204	40	37,745
Enid.....	78	2,632	62,229	795	64	62	37,675	16	29,821
Remainder of County.....	34	355	6,655	142	10	10	5,529	24	7,924
Garvin County.....	44	634	13,681	193	25	25	16,293	19	5,832
Pauls Valley.....	20	317	6,962	100	12	12	6,949	3	2,769
Remainder of County.....	24	317	6,719	93	14	13	9,744	11	3,073
Grady County.....	50	654	13,425	235	40	27	7,475	23	4,474
Chickasha.....	32	404	8,674	151	32	19	5,768	13	3,194
Remainder of County.....	18	250	4,751	84	8	8	1,707	10	1,280
Grant County.....	25	195	3,965	51	13	4	197	21	5,892
Greer County.....	20	111	2,734	64	15	7	532	13	1,590
Harmon County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Harper County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Haskell County.....	4	62	1,093	18	2	***	***	4	1,097
Hursh County.....	18	154	3,194	65	20	4	631	14	3,305
Holdenville.....	11	137	2,844	39	10	4	631	7	1,546
Remainder of County.....	7	17	(Z)	26	10	***	***	7	1,759

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Jackson County.....	56	736	16,076	256	30	24	8,181	32	5,888
Altus.....	34	(D)	(D)	(D)	(D)	22	(D)	12	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Jefferson County.....	13	69	1,611	52	8	3	352	10	3,290
Johnston County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Kay County.....	84	1,413	28,037	450	58	45	15,412	39	8,534
Blackwell.....	16	286	5,347	98	9	10	3,876	6	587
Ponca City.....	40	829	16,282	228	34	28	7,125	12	2,077
Remainder of County.....	28	298	5,808	128	15	7	3,811	21	5,877
Kingfisher County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Kiowa County.....	32	304	6,210	171	21	4	1,063	28	8,028
Hobart.....	15	202	4,240	117	11	4	1,063	11	4,696
Remainder of County.....	17	102	1,961	54	10	***	***	17	3,330
Latimer County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Le Flore County.....	21	127	2,627	71	15	8	1,866	13	2,056
Lincoln County.....	17	148	2,809	71	9	8	1,671	9	1,740
Logan County.....	32	288	5,531	107	31	14	2,774	18	1,928
Guthrie.....	24	(D)	(D)	(D)	(D)	13	(D)	11	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Love County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
McClain County.....	12	(D)	(D)	(D)	(D)	3	(D)	9	(D)
McCourtain County.....	14	79	1,551	45	11	5	648	9	2,988
McIntosh County.....	13	43	883	21	16	3	657	10	1,793
Major County.....	15	75	1,631	24	11	4	634	11	1,011
Marshall County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Mayer County.....	20	159	3,053	61	20	6	1,247	14	2,114
Murray County.....	11	96	1,777	24	8	3	464	8	1,866
Muskogee County.....	98	2,110	39,304	661	59	66	28,970	32	17,303
Muskogee.....	82	1,978	37,071	601	48	60	27,263	22	12,670
Remainder of County.....	16	126	2,233	60	11	6	1,707	10	5,233
Moble County.....	24	236	4,000	80	18	10	3,487	14	4,737
Perry.....	6	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Nowata County.....	15	255	5,467	89	10	5	2,064	10	1,997
Oklfuskee County.....	9	52	997	21	7	4	812	5	679
Oklahoma County.....	857	42,443	868,734	10,489	522	605	383,157	252	558,644
Adair.....	3	16	(D)	5	4	3	206	***	***
Edmond.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Midwest City.....	809	41,208	844,798	10,176	471	577	358,005	232	502,102
Oklahoma City.....	39	(D)	(D)	(D)	(D)	23	(D)	16	(D)
Remainder of County.....	44	450	8,764	191	39	31	6,846	13	3,344
Oklmulgee County.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Herrysville.....	29	312	6,071	119	19	23	4,111	4	1,281
Oklmulgee.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Remainder of County.....	35	395	7,457	137	25	19	4,761	16	4,816
Oseage County.....	11	125	1,966	36	11	6	1,651	5	931
Pawnee.....	24	270	5,491	101	14	13	3,110	11	3,885
Remainder of County.....	41	493	10,799	166	30	25	3,127	16	3,772
Ottawa County.....	27	302	6,508	104	18	18	2,424	9	2,315
Miami.....	14	191	4,291	62	12	7	703	7	1,457
Remainder of County.....	11	81	1,459	43	15	4	971	7	1,306
Pawnee County.....	43	705	17,911	279	31	20	6,969	23	7,468
Payne County.....	15	316	6,110	96	7	11	6,163	4	1,194
Cushing.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Stillwater.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Remainder of County.....	50	647	12,502	232	49	32	8,304	18	7,665
Pittsburg County.....	43	(D)	(D)	(D)	(D)	28	(D)	15	(D)
McAlester.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Remainder of County.....	41	712	13,188	214	23	27	8,686	14	4,488
Pontotoc County.....	3	(D)	(D)	(D)	(D)	25	(D)	13	(D)
Ada.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	55	948	20,071	295	34	39	10,705	16	4,358
Pottawatomie County.....	41	829	18,062	29	24	29	9,118	12	3,515
Shawnee.....	14	119	2,009	36	10	10	1,587	4	838
Remainder of County.....	6	36	689	11	5	3	659	3	349
Pushmataha County.....									

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, work week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Roger Mills County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Rogers County.....	14	79	1 618	39	15	9	211	5	1 131
Claremore.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Seminole County.....	71	1 053	21 563	299	44	54	16 957	17	4 110
Seminole.....	48	881	17 971	228	28	38	13 616	10	3 265
Wewah.....	14	114	2 236	40	9	11	2 686	3	317
Remainder of County.....	9	56	1 356	31	7	5	655	4	527
Sequoyah County.....	14	112	2 145	57	15	***	***	14	16 330
Stephens County.....	69	1 360	22 946	378	44	45	18 655	28	7 982
Duncan.....	55	1 206	22 170	320	33	34	15 865	21	6 568
Remainder of County.....	14	154	2 776	58	11	11	2 790	3	1 374
Texas County.....	36	334	8 982	158	31	13	2 057	23	15 289
Tillman County.....	25	164	3 785	79	16	9	2 224	16	5 179
Frederick.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Tulsa County.....	671	70 417	6 3, 183	6 872	363	464	271, 796	207	387, 037
Sand Springs.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tulsa.....	618	28 903	6 14, 247	6 515	328	434	258, 496	184	355, 528
Remainder of County.....	48	(D)	(D)	(D)	(D)	26	(D)	22	(D)
Wagoner County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	39	629	11 892	195	21	29	8 054	10	15 928
Barlettsville.....	36	(D)	(D)	(D)	(D)	28	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washita County.....	20	159	3 895	68	12	6	640	14	2 026
Woods County.....	25	274	6 283	113	22	8	3 062	17	2 858
Alva.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Woodward County.....	33	476	9 751	159	17	19	4 230	14	10 345
Woodward.....	29	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jackson County.....	56	736	16,076	254	30	24	8,161	32	5,883
Altus.....	34	(D)	(D)	5	(D)	22	(D)	12	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Jefferson County.....	13	69	1,611	52	8	3	352	10	3,290
Johnston County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Kay County.....	84	1,413	28,037	450	58	45	15,412	39	8,534
Blackwell.....	16	286	5,947	98	9	10	3,876	6	587
Ponca City.....	40	829	16,282	224	34	28	7,725	12	2,075
Remainder of County.....	28	298	5,608	128	15	7	3,611	21	5,872
Kingfisher County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Kiowa County.....	32	304	6,210	171	21	4	1,063	8	4,028
Hobart.....	15	202	4,248	117	11	4	1,063	11	4,458
Remainder of County.....	17	102	1,961	54	10	***	***	17	3,330
Latimer County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Le Flore County.....	21	127	2,627	71	15	8	1,866	13	2,056
Lincoln County.....	17	148	2,809	71	9	8	1,671	9	1,740
Logan County.....	32	288	5,531	107	31	14	2,774	18	1,929
Othello.....	24	(D)	(D)	(D)	(D)	13	(D)	11	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Love County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
McClain County.....	12	(D)	(D)	(D)	(D)	3	(D)	9	(D)
McDurtain County.....	14	79	1,551	45	11	5	648	9	2,987
McIntosh County.....	13	43	883	21	16	3	657	10	1,793
Major County.....	15	75	1,631	24	11	4	634	11	1,016
Marshall County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Mages County.....	20	159	3,053	61	20	6	1,247	14	2,114
Murray County.....	11	96	1,777	24	8	3	464	8	1,862
Muskogee County.....	98	2,106	39,304	661	59	56	28,970	32	17,303
Muskogee.....	82	1,978	37,571	601	48	60	27,263	22	12,570
Remainder of County.....	16	126	2,233	60	11	6	1,707	10	5,233
Noble County.....	24	236	4,000	80	18	10	3,487	14	4,737
Perry.....	18	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Nowata County.....	15	255	5,467	89	10	5	2,064	10	1,997
Okfuskee County.....	9	52	997	21	7	4	812	5	650
Oklahoma County.....	857	42,443	866,734	10,489	522	605	383,157	252	558,644
Bethany.....	3	16	(Z)	3	4	3	206	***	***
Edmond.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Midwest City.....	***	***	***	***	***	***	***	***	***
Oklahoma City.....	809	41,208	844,788	10,176	471	577	358,081	232	502,708
Remainder of County.....	3	(D)	(D)	(D)	(D)	23	(D)	16	(D)
Osmage County.....	44	450	8,764	191	39	31	6,846	13	3,344
Henrietta.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Osmage.....	29	312	6,071	119	19	23	4,511	6	1,281
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Ozage County.....	35	395	7,457	137	25	19	4,751	16	4,816
Paducah.....	11	25	1,926	16	11	6	1,481	5	531
Remainder of County.....	24	270	5,491	101	14	13	3,410	11	3,885
Ottawa County.....	41	493	10,799	166	30	25	3,127	16	3,772
Miami.....	27	302	6,508	104	18	18	2,424	9	2,315
Remainder of County.....	14	191	4,291	62	12	7	703	7	1,457
Pawnee County.....	11	81	1,459	43	15	4	971	7	1,306
Payne County.....	43	705	17,911	279	31	20	6,969	23	7,468
Cushing.....	15	318	6,110	96	7	11	6,165	4	1,194
Stillwater.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Pittsburg County.....	50	647	12,502	232	49	32	8,306	18	7,665
McAlester.....	43	(D)	(D)	(D)	(D)	28	(D)	15	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Pontotoc County.....	41	712	13,188	214	23	27	8,686	14	4,488
Ada.....	38	(D)	(D)	(D)	(D)	25	(D)	13	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Pottawatomie County.....	55	948	20,071	295	34	39	10,705	16	4,358
Shawnee.....	41	829	18,062	259	24	29	9,118	12	3,516
Remainder of County.....	14	119	2,009	36	10	10	1,587	4	636
Pushmataha County.....	6	38	689	11	5	3	659	3	349

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Roger Mills County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Rogers County.....	14	79	1,618	39	15	9	811	5	1,131
Claremore.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Seminole County.....	71	1,053	21,563	299	44	54	16,957	17	4,110
Sevinole.....	48	881	17,971	228	28	38	13,616	10	3,266
Wewoka.....	14	114	2,236	40	9	11	2,686	3	317
Remainder of County.....	9	86	11,356	31	7	5	655	4	527
Sequoyah County.....	14	112	2,145	57	15	***	***	14	16,330
Stephens County.....	69	1,360	24,946	378	44	45	18,655	24	7,942
Duncan.....	55	1,206	22,170	320	33	34	15,665	21	6,966
Remainder of County.....	14	154	2,776	58	11	11	2,790	3	1,374
Texas County.....	36	334	8,982	158	31	13	2,057	23	15,289
Tillman County.....	25	164	3,785	79	16	9	2,124	16	5,179
Frederick.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Tulsa County.....	671	30,517	643,183	6,872	363	464	271,756	207	387,037
Send Springs.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tulsa.....	618	28,903	614,247	6,515	328	434	258,496	184	355,528
Remainder of County.....	48	(D)	(D)	(D)	(D)	26	(D)	22	(D)
Wagoner County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	39	629	11,892	195	21	29	8,854	10	15,928
Bartlesville.....	36	(D)	(D)	(D)	(D)	28	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washita County.....	20	159	3,895	68	12	6	640	14	2,026
Woods County.....	28	276	6,283	113	22	8	3,062	17	2,858
Alva.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Woodward County.....	33	476	9,751	159	17	19	4,230	14	10,345
Woodward.....	23	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (2) Less than \$500. ... Represents zero.

Map of Oklahoma counties showing the Dard Metropolitan Areas. The map highlights three areas: Tulsa (code 154), Oklahoma City (code 1103), and Norman (code 103). The map includes county names and major cities. A legend at the bottom right indicates the legend for the map.

LEGEND

DARD METROPOLITAN AREAS

CODE

103 OKLAHOMA CITY

154 TULSA

CODE	OKLAHOMA CITY
103	154
154	TULSA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-37

OREGON

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Oregon, total.....1954..	2,991	123,080	2,582,133	28,752	2,010	1,935	1,281,400	1,056	1,047,570
.....1948..	2,345	91,276	1,888,572	28,451	1,356	1,359	928,358	986	918,081
Baker County.....	28	705	13,803	216	24	12	8,530	16	8,698
Baker.....	23	622	11,204	199	20	12	8,530	11	7,491
Remainder of County.....	5	83	2,599	17	4	***	***	5	807
Benton County.....	29	543	10,035	151	20	16	5,639	13	7,452
Benton.....	18	404	7,345	102	8	11	4,485	5	2,475
Remainder of County.....	13	139	2,672	49	12	5	1,154	8	5,154
Clackamas County.....	52	1,045	31,254	278	48	32	19,157	20	9,171
Milwaukie.....	5	(D)	(D)	(D)	(D)	3	(D)	(D)	(D)
Oregon City.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	39	838	27,376	234	39	22	17,468	17	8,120
Clatsop County.....	54	890	17,638	213	38	30	4,941	24	6,106
Clatsop.....	37	762	15,028	176	19	22	4,194	15	4,858
Remainder of County.....	17	128	2,610	37	19	8	747	9	1,252
Columbia County.....	21	215	4,211	59	17	9	1,442	12	2,144
Coos County.....	72	1,979	38,213	393	53	55	19,262	17	11,439
Coos Bay.....	29	(D)	(D)	(D)	(D)	28	(D)	1	(D)
North Bend.....	13	341	6,588	62	9	7	1,547	6	5,403
Remainder of County.....	30	(D)	(D)	(D)	(D)	20	(D)	10	(D)
Crook County.....	10	195	4,134	56	9	6	1,377	4	1,648
Crook.....	8	92	1,729	20	8	5	686	3	1,082
Curry County.....	50	873	18,778	247	36	34	8,170	16	6,533
Curry.....	36	564	11,266	119	28	29	7,353	7	3,477
Remainder of County.....	14	309	7,512	128	8	5	837	9	3,056
Douglas County.....	82	1,751	35,940	400	64	58	16,259	24	17,999
Douglas.....	40	1,287	25,196	260	31	33	11,072	7	4,476
Remainder of County.....	42	464	10,744	140	33	25	5,197	17	13,223
Gilliam County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Grant County.....	12	132	3,621	35	9	5	2,268	7	1,903
Harney County.....	11	71	1,720	26	10	5	692	6	1,280
Harney.....	21	2,068	51,671	819	18	10	7,937	11	4,013
Hood River County.....	115	4,468	100,488	1,004	67	84	62,359	31	19,056
Hood River.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Medford.....	81	2,478	49,316	488	45	59	38,488	22	12,491
Remainder of County.....	29	(D)	(D)	(D)	(D)	21	(D)	8	(D)
Jefferson County.....	15	236	5,769	92	10	3	203	12	3,763
Jefferson.....	34	1,324	29,287	327	34	23	9,655	11	7,491
Grants Pass.....	22	325	7,244	99	21	14	3,931	8	6,252
Remainder of County.....	12	999	22,043	238	13	9	5,724	3	1,639
Klamath County.....	67	1,571	36,307	388	59	39	12,202	28	14,333
Klamath Falls.....	51	(D)	(D)	(D)	(D)	38	(D)	13	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Lake County.....	15	116	1,981	26	13	7	599	8	1,382
Lane County.....	210	6,565	136,655	1,506	175	161	132,521	49	32,303
Eugene.....	145	5,435	112,024	1,231	117	115	112,821	30	26,154
Springfield.....	7	(D)	(D)	(D)	(D)	6	(D)	(D)	(D)
Remainder of County.....	58	(D)	(D)	(D)	(D)	40	(D)	18	(D)
Lincoln County.....	33	494	8,154	107	30	18	4,567	15	3,502
Linn County.....	74	1,622	31,297	485	57	41	15,639	33	10,297
Albany.....	29	794	14,319	168	30	21	8,830	8	3,124
Lebanon.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	16	(D)	23	(D)
Malheur County.....	44	714	14,128	253	38	14	4,458	30	18,146
Marion County.....	146	4,743	110,505	1,710	81	86	30,356	60	27,493
Salem (part).....	103	2,919	66,223	962	55	68	25,297	35	14,917
Remainder of County.....	43	1,824	44,282	748	26	18	5,059	25	12,576
Morrow County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Multnomah County.....	1,411	83,811	1,742,081	18,156	804	1,016	872,196	395	732,181
Portland.....	1,350	81,120	1,688,518	17,537	766	977	857,588	373	670,899
Remainder of County.....	61	2,691	53,563	619	38	39	14,608	22	61,263
Polk County.....	36	816	18,492	227	18	16	4,198	18	24,936
Salem (part).....	10	216	4,660	52	5	5	2,294	5	4,345
Remainder of County.....	26	600	13,832	175	13	13	1,994	13	20,591
Sherman County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Tillamook County.....	28	551	9,711	119	35	15	2,525	13	9,000

Standard is Marion. (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Sales is in Marion and Polk counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Usatilla County.....	85	1,765	261,098	368	64	42	7,373	43	20,535
Pendleton.....	34	625	10,218	143	29	21	4,725	13	11,143
Remainder of County.....	51	740	15,880	225	35	21	2,648	30	9,392
Union County.....	37	465	7,997	146	22	18	3,525	19	4,426
La Grande.....	17	299	5,408	96	10	12	2,761	5	1,507
Remainder of County.....	20	166	2,589	50	12	6	764	14	2,919
Wallows County.....	13	(0)	(D)	(D)	(0)	2	(D)	11	(D)
Wasco County.....	46	769	13,604	182	34	22	3,116	24	8,374
The Dalles.....	28	574	9,084	128	20	18	2,220	10	5,430
Remainder of County.....	18	195	4,520	54	14	4	896	14	2,944
Washington County.....	50	1,094	21,218	300	39	29	9,620	21	9,840
Hillsboro.....	13	261	5,441	84	8	7	1,598	6	2,680
Remainder of County.....	37	833	15,777	216	31	22	8,022	15	7,160
Wheeler County.....	4	7	(Z)	3	4	***	***	4	759
Yamhill County.....	42	1,165	27,911	363	42	15	8,027	27	10,033
McMinnville.....	15	457	8,128	98	12	10	7,729	5	1,075
Remainder of County.....	27	708	19,783	265	30	5	298	22	8,958

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

WASH.



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE
112 **PORTLAND**

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

OFFICIAL BUSINESS

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-38

PENNSYLVANIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

14775

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (\$1,000)	Employees (Number)					
Pennsylvania, total.....1954.. 1946..	15,063	703,046	13,624,134	164,946	10,820	11,272	5,570,838	3,791	7,829,863
Adams County.....	35	804	17,454	243	30	24	6,623	11	6,222
Gettysburg.....	16	436	7,121	133	16	12	4,780	4	1,644
Remainder of County.....	19	366	10,333	110	14	12	1,843	7	4,577
Allegheny County.....	2,596	162,832	3,161,219	33,963	1,606	1,800	1,117,897	796	2,200,258
Avalon.....	3	26	880	5	2	1	235	1	101
Bellefonte.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Bethel.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Brackenridge.....	(D)	(D)	(D)	(D)	(D)	3	(D)	...	...
Bradford.....	29	(D)	(D)	(D)	(D)	27	(D)	2	(D)
Brentwood.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Bridgeville.....	5	66	1,408	24	5	5	1,178	...	...
Carmegie.....	28	2,065	38,141	413	15	25	19,136	3	821
Castle Shannon.....	15	589	11,374	114	12	10	3,257	5	18,848
Clairton.....	9	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Coraopolis.....	14	678	11,280	168	12	10	2,043	4	6,884
Crafton.....	5	16	(Z)	9	4	5	285	...	...
Dormont.....	22	262	6,685	73	15	10	3,706	12	4,925
Duquesne.....	9	70	1,765	38	5	9	1,519	...	...
East Pittsburgh.....	6	74	1,301	20	4	6	1,675	...	...
Elwyn.....	3	(D)	(D)	(D)	(D)	2	(D)	...	...
Elma.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Forest Hills.....	...	...	...	...	...	...	...	...	...
Glassport.....	6	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Homestead.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
McKeesport.....	64	3,006	57,149	728	67	59	31,925	5	4,222
McKees Rocks.....	28	1,411	25,232	305	21	23	12,475	5	11,407
Millvale.....	11	251	4,971	64	10	11	2,791	...	...
Mount Oliver.....	4	74	1,007	21	3	4	806	...	...
Munhall.....	4	119	2,196	33	2	4	3,266	...	...
North Braddock.....	3	146	2,627	33	...	3	1,951	...	...
Osaka.....	1	59	1,180	11	2	1	965	...	...
Pittsford.....	...	...	...	...	...	...	...	...	...
Pittsburgh.....	2,025	138,073	2,678,524	28,481	1,193	1,337	907,177	688	2,045,602
Randall.....	4	(D)	(D)	(D)	(D)	1	(D)	...	...
Seawickley.....	4	(D)	(D)	(D)	(D)	2	(D)	...	...
Sharpsburg.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Swinsboro.....	(D)	(D)	(D)	(D)	(D)	7	(D)	...	...
Tarentum.....	9	324	6,765	94	6	9	3,353	...	...
Turtle Creek.....	8	125	2,567	37	5	5	1,879	...	...
West Mifflin.....	3	(D)	(D)	(D)	(D)	2	(D)	...	...
West View.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Wilkesbarre.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
White Oak.....	(D)	(D)	(D)	(D)	(D)	1	(D)	...	...
Wilkesbarre.....	40	1,225	29,582	328	20	31	11,643	9	61,086
Wilkesbarre.....	73	6	1,375	6	2	1	3,375	...	...
Remainder of County.....	167	9,983	202,714	2,062	107	128	59,701	39	74,148
Armstrong County.....	54	1,387	26,530	407	33	40	16,586	14	8,600
Ford City.....	6	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Kittanning.....	24	853	17,286	214	16	20	12,571	4	3,374
Remainder of County.....	24	(D)	(D)	(D)	(D)	15	(D)	9	(D)
Beaver County.....	120	3,227	62,140	842	96	99	26,127	21	33,442
Aliquippa.....	9	141	2,121	45	9	9	1,985	...	...
Ashtabula.....	15	319	7,512	75	13	15	4,608	...	...
Beaver.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Beaver Falls.....	34	811	15,532	238	28	29	6,438	5	9,891
Ellwood City (part).....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Midland.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Monaca.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
New Brighton.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Robertsburg.....	10	(D)	(D)	(D)	(D)	8	(D)	...	...
Remainder of County.....	23	981	19,068	232	16	12	2,389	11	20,550
Bedford County.....	29	737	14,973	232	26	13	4,549	16	12,088
Berks County.....	368	12,986	253,411	3,427	241	273	109,820	85	118,956
Reading.....	260	9,236	170,941	2,429	171	202	79,116	58	88,120
Shillington.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
West Reading.....	14	617	10,484	183	5	5	3,961	3	1,119
Remainder of County.....	77	(D)	(D)	(D)	(D)	55	(D)	22	(D)
Blair County.....	174	5,788	151,785	1,689	113	132	50,877	42	46,445
Altoona.....	123	4,321	81,850	1,247	80	101	41,213	22	26,281
Hollidaysburg.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Troy.....	14	476	8,669	131	12	8	8,669	3	3,240
Remainder of County.....	29	(D)	(D)	(D)	(D)	11	(D)	18	(D)
Bradford County.....	68	1,005	20,004	339	36	29	7,983	19	9,549
Sayre.....	4	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	40	(D)	(D)	(D)	(D)	22	(D)	18	(D)
Bucks County.....	132	4,584	90,393	1,326	86	103	32,271	29	29,714
Bristol.....	16	664	13,789	165	6	12	2,359	4	7,644
Doylston.....	11	476	8,669	131	12	8	8,669	3	3,240
Morrisville.....	(D)	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Quakertown.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Remainder of County.....	85	2,567	50,303	707	56	66	17,100	19	17,110
Butler County.....	102	2,534	55,206	723	80	81	25,578	21	8,122
Butler.....	63	2,064	45,863	564	49	53	22,586	10	3,134
Remainder of County.....	39	474	9,343	159	31	28	2,992	11	5,088

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Ellwood City is in Beaver and Lawrence counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Camden County.....	212	6,191	123,593	1,678	126	162	52,986	50	42,255
Johnston.....	146	5,037	100,121	1,312	77	111	41,785	35	30,081
Nanty Glo.....	1	(D)	(D)	(D)	(D)	1	...	...	...
Remainder of County.....	65	(D)	(D)	(D)	(D)	50	(D)	15	(D)
Cameron County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Carbon County.....	40	466	9,010	185	23	36	6,268	4	1,293
Jin Thorpe.....	3	217	(Z)	8	1	3	204	...	...
Lansford.....	11	217	4,221	57	6	11	3,117	...	...
Lehighton.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Palmerston.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Centre County.....	47	736	13,584	251	31	34	7,095	13	8,816
Bellfonte.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
State College.....	12	119	2,880	52	1	9	1,396	3	482
Remainder of County.....	27	(D)	(D)	(D)	(D)	19	(D)	8	(D)
Chester County.....	158	5,640	109,809	1,527	119	119	36,256	39	57,115
Cottagesville.....	24	2,028	39,068	503	17	21	8,135	3	9,990
Pleasantville.....	12	(D)	(D)	(D)	(D)	10	(D)	...	...
West Chester.....	25	386	9,214	138	21	21	3,588	4	3,073
Remainder of County.....	97	(D)	(D)	(D)	(D)	67	(D)	30	(D)
Clarion County.....	41	502	11,562	184	34	34	4,856	7	3,876
Clearfield County.....	73	1,456	27,834	477	53	56	12,451	17	9,513
Clearfield.....	19	370	7,065	115	14	15	3,579	4	1,579
Du Bois.....	28	701	13,545	202	21	20	4,774	8	5,838
Remainder of County.....	26	385	7,224	160	18	21	4,394	5	2,101
Clinton County.....	28	649	11,608	200	30	20	5,733	8	2,988
Lock Haven.....	18	557	9,969	171	20	14	4,523	2	2,125
Remainder of County.....	10	92	1,619	29	10	6	1,179	4	861
Columbia County.....	46	912	17,763	294	33	34	6,225	12	10,059
Ashland (part) ²	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Berwick.....	24	439	8,589	146	15	16	3,570	8	6,889
Bloomburg.....	...	(D)	(D)	(D)	(D)	...	...	...	...
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	...	...
Crawford County.....	73	1,118	25,684	359	61	46	11,933	27	10,214
Meadville.....	34	560	12,092	186	28	26	5,883	8	3,737
Titusville.....	14	233	4,162	60	10	9	3,373	5	1,768
Remainder of County.....	25	325	9,430	113	23	11	2,677	14	4,703
Cumberland County.....	73	3,694	69,339	930	48	48	18,210	25	38,213
Ormy Hill.....	303	5,103	51,761	73	3	3	523	3	3,115
Carlisle.....	24	462	9,779	165	29	19	4,294	5	5,530
Mechanicsburg.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
New Cumberland.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Shippensburg (part) ³	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	30	2,883	48,177	633	12	16	11,080	14	28,343
Dauphin County.....	361	24,502	465,728	5,815	196	244	174,761	117	209,345
Harrisburg.....	296	21,904	414,486	5,093	159	200	159,495	96	169,430
Middletown.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Steelton.....	6	125	2,315	34	4	3	367	3	717
Remainder of County.....	54	(D)	(D)	(D)	(D)	37	(D)	17	(D)
Delaware County.....	335	11,541	225,586	2,668	273	262	81,814	73	93,051
Chester.....	66	5,974	117,610	1,282	88	82	42,751	4	14,279
Clifton Heights.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Collingdale.....	4	250	5,181	46	1	4	1,995	...	...
Darby.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Glenold.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Lansdowne.....	19	(D)	(D)	(D)	(D)	16	(D)	3	(D)
Media.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Norwood.....	...	(D)	(D)	(D)	(D)	...	...	...	...
Prospect Park.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Sharon Hill.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Yardley.....	4	64	1,106	17	3	4	819	...	...
Remainder of County.....	191	3,959	75,428	982	147	131	27,578	60	64,083
Elk County.....	24	419	10,223	120	27	19	3,626	5	2,267
Ridgway.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
St. Marys.....	8	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Eric County.....	314	11,250	224,240	2,769	200	237	123,962	77	69,914
Gorry.....	12	6	4,824	9	9	9	1,678	3	3,275
Eric.....	259	10,209	203,959	2,489	161	201	118,779	58	55,624
Remainder of County.....	43	760	15,757	203	33	27	4,205	16	12,015
Fayette County.....	145	3,071	59,152	897	110	111	30,514	34	19,462
Brownsville.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Connellsville.....	18	259	8,965	106	11	15	3,425	3	1,481
Uniontown.....	66	1,989	35,524	548	51	50	20,000	16	12,108
Remainder of County.....	54	(D)	(D)	(D)	(D)	40	(D)	14	(D)
Forest County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Franklin County.....	85	2,001	48,499	624	66	54	12,906	31	29,727
Chambersburg.....	41	876	23,622	283	29	29	7,926	12	7,179
Shippensburg (part) ³.....	...	...	...	...	...	...	...	...	...
Waynesburg.....	17	11	12,901	15	11	9	3,583	6	6,088
Remainder of County.....	27	526	11,975	145	26	14	1,897	13	16,210

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

²Ashland is in Columbia and Schuylkill counties.³Shippensburg is in Cumberland and Franklin counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
Pulmon County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Greene County.....	27	289	4,777	115	33	22	3,895	5	2,344	
Waynesburg.....	14	(D)	(D)	(D)	(D)	12	(D)	3	(D)	
Remainder of County.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)	
Huntingdon County.....	30	840	16,599	271	21	23	9,707	7	3,132	
Huntingdon.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)	
Remainder of County.....	18	(D)	(D)	(D)	(D)	12	(D)	6	(D)	
Indiana County.....	35	1,290	26,007	437	36	39	16,202	14	9,055	
Blairsville.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)	
Indiana.....	21	628	12,100	209	10	14	8,727	7	2,057	
Remainder of County.....	21	(D)	(D)	(D)	(D)	16	(D)	5	(D)	
Jefferson County.....	46	874	16,012	259	37	34	9,974	12	2,957	
Punxsutawney.....	21	315	6,195	102	14	16	4,426	5	1,234	
Remainder of County.....	25	559	9,819	157	23	18	5,548	7	1,723	
Juniata County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)	
Lackawanna County.....	361	17,029	259,408	3,515	252	302	114,046	79	72,186	
Archbald.....	3	71	11,136	11	***	3	826	***	***	
Blakely.....	***	***	***	***	***	***	***	***	***	
Cardinalia.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)	
Pickton City.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Dunmore.....	3	105	2,403	33	2	3	837	***	***	
Old Forge.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Clippan.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)	
Scranton.....	323	11,833	239,090	3,162	208	254	100,973	69	67,048	
***	***	***	***	***	***	***	***	***	***	
Thorp.....	3	37	767	10	***	3	689	***	***	
Winton.....	***	***	***	***	***	***	***	***	***	
Remainder of County.....	26	601	12,459	171	19	20	5,002	6	3,924	
Lancaster County.....	361	14,229	274,203	3,908	254	264	119,939	97	163,061	
Columbia.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)	
Elizabethton.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)	
Phrua.....	15	921	21,245	363	13	10	7,009	5	5,193	
Lancaster.....	106	9,231	172,399	2,341	123	139	70,996	47	85,103	
Lititz.....	9	163	4,320	43	5	9	3,043	***	***	
Remainder of County.....	125	3,494	67,904	1,031	94	84	25,857	41	67,755	
Lawrence County.....	111	2,786	58,058	784	103	92	30,020	19	11,379	
Riverside City (part).....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)	
New Castle.....	45	2,136	46,396	636	30	12	25,525	12	7,486	
Remainder of County.....	17	(D)	(D)	(D)	(D)	12	(D)	5	(D)	
Lebanon County.....	91	2,253	40,735	677	68	72	22,025	19	12,765	
Lebanon.....	52	1,372	28,475	426	39	43	10,025	9	2,870	
Palmyra.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)	
Remainder of County.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)	
Lehigh County.....	328	19,042	377,833	4,816	212	251	14,486	77	124,022	
Allentown.....	259	14,848	293,629	3,748	161	202	104,189	57	79,004	
Bethlehem (part).....	17	415	10,250	144	14	17	5,115	***	***	
Emmaus.....	9	582	12,640	97	5	4	499	5	6,809	
Fountain Hill.....	***	***	***	***	***	***	***	***	***	
Remainder of County.....	43	3,197	61,314	827	32	28	4,683	15	38,216	
Luzerne County.....	477	14,510	287,114	4,006	391	379	135,259	98	95,722	
Ashley.....	***	***	***	***	***	***	***	***	***	
Duryea.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
Edwardsville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Refr.....	4	(D)	(D)	(D)	(D)	2	(D)	***	***	
Forty Fort.....	17	615	11,324	144	4	12	3,583	5	5,242	
Freeland.....	7	84	2,003	27	6	7	1,173	***	***	
Mauch Chunk.....	81	2,415	47,922	79	71	24,015	9,226	10	8,854	
Kingston.....	37	1,837	35,887	430	33	27	14,122	10	8,854	
Larksville.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)	
Luzerne.....	***	***	***	***	***	***	***	***	***	
Nanticoke.....	***	***	***	***	***	***	***	***	***	
Pittston.....	17	(D)	(D)	(D)	(D)	15	(D)	2	(D)	
Plymouth.....	8	149	3,025	51	4	***	2,125	***	***	
Swoyersville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
West Bethlehem.....	6	158	3,355	43	3	3	145	3	887	
West Pittston.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Wilkes-Barre.....	227	7,586	148,859	2,060	178	180	71,032	47	51,637	
Remainder of County.....	57	895	19,515	322	48	41	9,685	16	10,769	
Lycoming County.....	134	4,997	90,531	1,255	72	110	37,773	24	20,952	
Jesse Shore.....	1	(D)	(D)	(D)	(D)	5	(D)	***	***	
South Williamsport.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	
Williamsport.....	97	3,356	68,897	969	45	85	34,036	12	9,075	
Remainder of County.....	30	(D)	(D)	(D)	(D)	20	(D)	10	(D)	
McKean County.....	85	2,029	40,898	552	61	70	17,012	15	6,446	
Bradford.....	51	1,475	33,011	431	30	45	14,143	6	3,040	
Kane.....	14	120	2,636	40	12	10	794	4	918	
Remainder of County.....	20	234	5,251	81	19	15	2,035	5	2,468	
Mercer County.....	96	3,658	77,893	915	90	77	37,659	19	52,518	
Parryville.....	12	322	6,950	92	13	12	3,540	***	***	
Greenville.....	13	(D)	(D)	(D)	(D)	11	(D)	***	***	
Grove City.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)	
Shartsville.....	3	219	4,695	475	44	24	25,928	1	45,600	
Charlottesville.....	42	(D)	(D)	(D)	(D)	2	(D)	1	(D)	
Remainder of County.....	19	449	9,971	177	12	13	1,838	6	5,620	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Elwood City is in Beaver and Lawrence counties. *Bethlehem is in Lehigh and Northampton counties.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers				Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll	Employees						
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Efflin County.....	57	976	19,542	381	51	45	10,771	12	6,157	
Leidion.....	14	708	14,336	263	43	38	8,422	6	1,738	
Remainder of County.....	13	266	5,503	118	8	7	2,349	6	4,679	
Monroe County.....	49	812	17,167	249	43	35	7,122	14	5,486	
East Stroudsburg.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Stroudsburg.....	33	562	10,528	160	32	23	5,466	10	4,092	
Remainder of County.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)	
Montgomery County.....	537	151,704	305,939	3,851	367	371	129,787	166	177,720	
Bridgeport.....	6	(D)	(D)	(D)	(D)	6	(D)	...	...
Conahochocken.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)	
Jenkinson.....	30	439	7,591	92	26	19	7,003	11	7,856	
Lansdale.....	20	455	9,431	131	17	17	4,811	3	1,381	
Narberth.....	15	219	4,987	52	8	4	593	11	7,231	
Norristown.....	71	2,183	43,149	569	47	61	17,988	10	8,010	
Pottstown.....	42	1,211	24,168	338	38	36	9,634	6	3,088	
Remainder of County.....	338	(D)	(D)	(D)	(D)	214	(D)	124	(D)	
Montour County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)	
Danville.....	7	(D)	(D)	(D)	(D)	7	(D)	...	...
Remainder of County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)	
Northampton County.....	193	6,228	112,884	1,642	134	168	72,006	25	23,613	
Banger.....	11	82	1,446	28	10	11	1,224	...	...
Bethlehem (part).....	35	2,188	36,716	568	44	48	34,811	7	3,160	
Easton.....	87	2,926	52,858	769	56	75	27,309	12	15,914	
Hellertown.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)	
Nazareth.....	4	(D)	(D)	(D)	(D)	4	568	...	...
Northampton.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Wilson.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Remainder of County.....	25	(D)	(D)	(D)	(D)	21	(D)	...	...
Northumberland County.....	121	2,706	49,942	839	108	99	24,040	22	16,599	
Kulpsport.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Milton.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)	
Mount Carmel.....	19	310	5,528	82	18	19	3,263	...	...
Shamokin.....	32	770	13,651	291	27	6	6,654	5	4,092	
Sunbury.....	33	924	16,947	258	31	28	7,382	5	3,088	
Remainder of County.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)	
Perry County.....	17	224	4,217	68	16	8	1,139	9	2,662	
Philadelphia County (coextensive with Philadelphia city).....	4,936	294,070	5,634,922	64,804	3,779	3,745	2,378,839	1,191	3,679,923	
Pike County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)	
Potter County.....	21	265	7,553	169	12	13	1,367	8	2,513	
Schuylkill County.....	190	4,852	90,556	1,498	151	155	41,648	35	34,556	
Ashland (part).....	6	(D)	3,608	(D)	5	6	2,055	...	...
Caldale.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Frackville.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)	
Mahany City.....	10	77	1,399	51	6	10	1,774	...	...
Minersville.....	5	35	728	13	3	5	667	...	...
Pottsville.....	61	1,688	31,143	522	44	53	16,394	8	9,500	
St. Clair.....	4	202	(D)	9	4	4	1,038	...	...
Schuylkill Haven.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)	
Shenandoah.....	22	(D)	(D)	(D)	(D)	20	(D)	2	(D)	
Tamaqua.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)	
Remainder of County.....	47	1,086	21,272	356	41	27	7,525	20	19,986	
Snyder County.....	22	366	3,444	78	15	16	1,462	6	1,924	
Somerset County.....	53	678	12,473	240	34	40	9,397	13	9,239	
Somerset.....	16	283	5,597	77	12	12	2,733	4	6,803	
Winster.....	7	25	585	19	2	4	432	3	900	
Remainder of County.....	30	366	6,491	144	25	24	5,212	6	2,236	
Sullivan County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)	
Susquehanna County.....	21	208	4,557	80	13	14	1,983	7	1,827	
Tioga County.....	32	223	4,651	103	25	19	1,396	13	4,165	
Union County.....	21	442	7,397	140	12	16	3,659	5	1,725	
Lewisburg.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Remainder of County.....	16	(D)	(D)	(D)	(D)	13	(D)	3	(D)	
Wenango County.....	62	1,400	28,314	436	55	53	11,916	9	10,935	
Franklin.....	12	(D)	(D)	(D)	(D)	12	(D)	1	(D)	
Oil City.....	36	922	18,653	285	32	31	7,673	5	5,993	
Remainder of County.....	14	(D)	(D)	(D)	(D)	11	(D)	3	(D)	
Warren County.....	41	1,360	27,254	508	41	32	9,983	9	4,591	
Warren.....	31	1,061	20,594	367	35	26	8,666	5	3,092	
Remainder of County.....	10	299	6,660	141	6	6	1,317	4	1,499	
Washington County.....	166	4,587	99,228	1,317	148	136	44,525	30	33,212	
Cannaburg.....	16	856	22,716	208	13	12	7,988	4	1,001	
Centerville.....	1	(D)	(D)	(D)	(D)	...	...	...	...
Charlottesville.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)	
Conant.....	9	98	1,748	12	9	12	1,602	...	...
Monongahela.....	11	116	2,320	60	13	11	1,802	...	...
Washington.....	53	1,255	23,285	369	42	42	13,351	11	7,717	
Remainder of County.....	62	(D)	(D)	(D)	(D)	49	(D)	13	(D)	

Standard Notes: (D) Withheld to avoid disclosure.

*Ashland is in Columbia and Schuylkill counties.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Bethlehem is in Lehigh and Northampton counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 7

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
Wayne County.....	33	369	7,822	135	15	20	6,857	13	7,142	
Romeland.....	21	280	5,157	86	9	13	5,882	8	5,884	
Remainder of County.....	12	89	2,665	49	6	7	975	5	1,298	
Westmoreland County.....	241	5,404	110,494	1,564	188	201	47,697	40	53,467	
Arnold.....	3	84	(Z)	8	2	3	333	***	***	
Greensburg.....	63	2,106	42,004	595	47	50	17,234	12	10,087	
Jeannette.....	19	388	7,502	159	15	15	3,029	4	1,742	
Lafayette.....	22	517	11,057	133	17	17	2,450	5	9,697	
Monaca.....	12	154	3,126	57	12	12	3,884	***	***	
Mount Pleasant.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)	
New Kensington.....	24	(D)	(D)	(D)	(D)	22	(D)	2	(D)	
Scottsdale.....	7	99	2,674	34	5	7	1,240	***	***	
Vandergrift.....	12	100	1,444	34	10	12	1,484	***	***	
Remainder of County.....	66	1,464	30,619	365	42	50	8,988	16	31,081	
Wyoming County.....	21	200	4,130	97	18	10	1,531	11	4,622	
York County.....	266	11,930	232,507	2,955	150	200	93,207	66	87,214	
Barover.....	35	683	13,220	238	23	30	6,644	5	1,703	
Red Lion.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)	
West York.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
York.....	178	10,288	200,398	2,342	89	134	80,015	44	74,224	
Remainder of County.....	44	(D)	(D)	(D)	(D)	28	(D)	16	(D)	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

CODE	004 ALLENTOWN - BETHLEHEM - EASTON	CODE	107 PHILADELPHIA
005 ALTOONA		109 PITTSBURGH	
045 ERIE		117 READING	
059 HARRISBURG		134 SCRANTON	
067 JOHNSTOWN		163 WILKES-BARRE	
072 LANCASTER		167 YORK	
		168 YOUNGSTOWN, OHIO	

● PLACES OF 25,000 TO 100,000 (1950)
★ PLACES OF 100,000 AND OVER (1950)
STANDARD METROPOLITAN AREAS

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-39

RHODE ISLAND

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

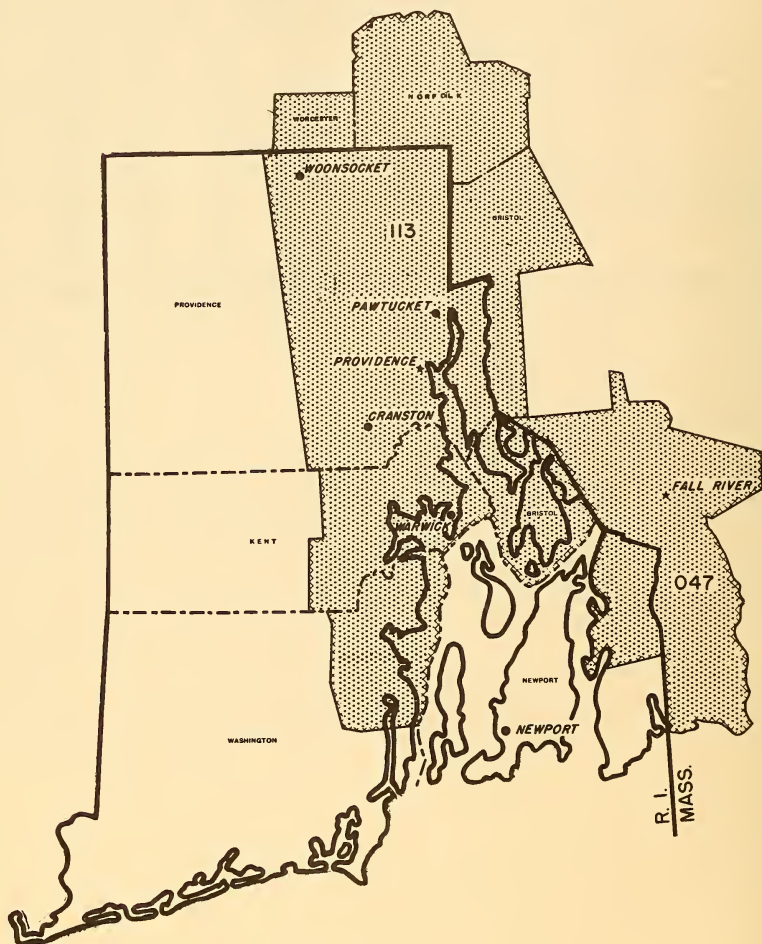
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Rhode Island, total.....1954..	1,256	49,206	926,110	12,554	582	1,051	479,969	203	446,901	
.....1948..	994	34,914	651,841	11,027	501	816	346,120	178	366,392	
Bristol County.....	20	(D)	(D)	(D)	(D)	19	(D)	1	(D)	
Kent County.....	56	1,080	20,190	294	27	51	12,890	5	3,252	
Marvick.....	29	(D)	(D)	(D)	(D)	26	(D)	3	(D)	
Remainder of County.....	27	(D)	(D)	(D)	(D)	25	(D)	2	(D)	
Newport County.....	36	987	20,033	292	28	26	7,991	10	14,255	
Newport.....	24	614	12,338	200	21	18	7,175	6	3,154	
Remainder of County.....	12	373	7,695	92	7	8	816	4	11,101	
Providence County.....	1,117	46,193	866,808	11,660	504	935	448,670	182	426,005	
Central Falls.....	19	(D)	(D)	(D)	(D)	14	(D)	1	(D)	
Cranston.....	40	983	16,240	251	21	30	12,718	10	9,208	
Pawtucket.....	111	3,819	74,720	1,015	53	94	34,219	17	23,272	
Providence.....	784	34,424	643,468	8,689	328	654	341,775	130	250,862	
Woonsocket.....	78	1,952	35,950	530	38	69	35,349	9	7,469	
Remainder of County.....	89	(D)	(D)	(D)	(D)	74	(D)	15	(D)	
Washington County.....	27	(D)	(D)	(D)	(D)	22	(D)	5	(D)	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

RHODE ISLAND (5 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE

047 FALL RIVER, MASS.
113 PROVIDENCE

LEGEND

- PLACES OF 25,000 TO 100,000 (1990)
- ★ PLACES OF 100,000 AND OVER (1990)



STANDARD METROPOLITAN AREAS

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-40

SOUTH CAROLINA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
South Carolina, total.....1954..	2,014	56,245	1,085,569	18,457	1,220	1,254	627,683	760	706,467
Abbeville.....1948..	1,517	36,297	695,440	13,402	947	837	456,826	680	528,203
Abbeville County.....	9	84	1,544	31	5	4	907	5	1,129
Abbeville.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	***	***	4	(D)
Aiken County.....	30	383	8,162	131	27	16	2,569	14	5,995
Aiken.....	16	269	5,980	80	15	7	1,349	9	4,425
North Augusta.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Allendale County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Anderson County.....	81	1,668	35,520	709	40	57	18,255	24	14,658
Anderson.....	54	1,330	29,342	540	28	43	14,239	11	6,535
Remainder of County.....	27	538	10,178	169	12	14	4,016	13	7,123
Bamberg County.....	12	114	2,131	65	11	5	657	7	1,745
Barnwell County.....	8	120	2,377	52	5	4	1,461	4	3,833
Beaufort County.....	20	199	3,547	71	8	13	1,747	7	1,059
Beaufort.....	12	137	2,335	38	4	8	1,361	4	1,171
Remainder of County.....	8	62	1,208	33	4	5	386	3	477
Berkeley County.....	7	25	500	13	6	3	709	4	1,745
Calhoun County.....	13	230	4,006	104	10	5	2,243	8	5,141
Charleston County.....	229	8,482	159,295	3,239	116	164	77,109	65	69,755
Charleston.....	166	6,236	114,013	1,811	89	126	67,268	40	28,745
Remainder of County.....	63	2,246	45,282	1,428	27	38	9,841	25	41,011
Cherokee County.....	17	429	7,491	122	13	10	3,307	7	2,347
Gaffney.....	14	(D)	(D)	(D)	(D)	8	(D)	6	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Chester County.....	19	671	11,289	186	11	13	9,636	6	1,612
Chester.....	17	(D)	(D)	(D)	(D)	11	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Chesterfield County.....	23	207	3,427	74	25	11	5,688	12	6,464
Clarendon County.....	11	52	1,197	26	6	5	317	6	1,777
Colleton County.....	22	330	6,949	160	15	11	2,779	11	5,833
Darlington County.....	33	673	12,588	264	20	21	10,729	12	9,033
Darlington.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Marble.....	11	202	3,633	67	5	7	2,230	6	1,427
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Dillon County.....	21	456	12,820	267	18	8	4,639	13	5,582
Dillon.....	13	186	6,237	179	16	5	1,979	8	3,248
Remainder of County.....	8	268	4,583	88	2	3	2,660	5	2,334
Dorchester County.....	12	141	2,633	63	6	5	2,025	7	1,989
Edgefield County.....	8	97	1,718	34	8	3	3,043	5	2,277
Fairfield County.....	12	158	3,047	66	9	8	1,607	4	1,464
Florence County.....	106	2,536	50,734	1,137	69	61	21,778	45	40,332
Florence.....	62	1,747	32,217	576	36	44	13,315	18	19,061
Lake City.....	19	(D)	(D)	(D)	(D)	7	(D)	12	(D)
Remainder of County.....	25	(D)	(D)	(D)	(D)	10	(D)	15	(D)
Georgetown County.....	19	241	4,497	86	12	10	1,678	9	3,442
Georgetown.....	15	(D)	(D)	(D)	(D)	8	(D)	7	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Greenville County.....	281	9,031	178,898	2,550	129	184	93,191	97	138,659
Greenville.....	222	7,750	153,995	2,054	94	139	79,251	83	123,159
Greer (part).....	5	(D)	(D)	(D)	(D)	5	(D)	***	***
Remainder of County.....	54	(D)	(D)	(D)	(D)	40	(D)	14	(D)
Greenwood County.....	47	983	17,849	315	25	30	14,172	17	26,289
Greenwood.....	33	736	13,660	209	14	22	12,296	11	24,089
Remainder of County.....	14	245	4,189	106	11	8	1,876	6	2,200
Hampton County.....	13	169	3,332	74	14	6	1,407	7	5,171
Horry County.....	50	876	16,637	356	30	26	9,641	24	14,896
Conway.....	21	549	10,331	162	11	15	7,661	6	3,989
Remainder of County.....	29	327	6,306	194	19	11	1,990	18	10,995
Jasper County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Kershaw County.....	20	520	9,616	156	10	10	3,064	10	3,989
Camden.....	18	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lancaster County.....	18	478	9,070	153	13	9	3,417	9	4,979
Lancaster.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure.
Greer is in Greenville and Spartanburg counties.

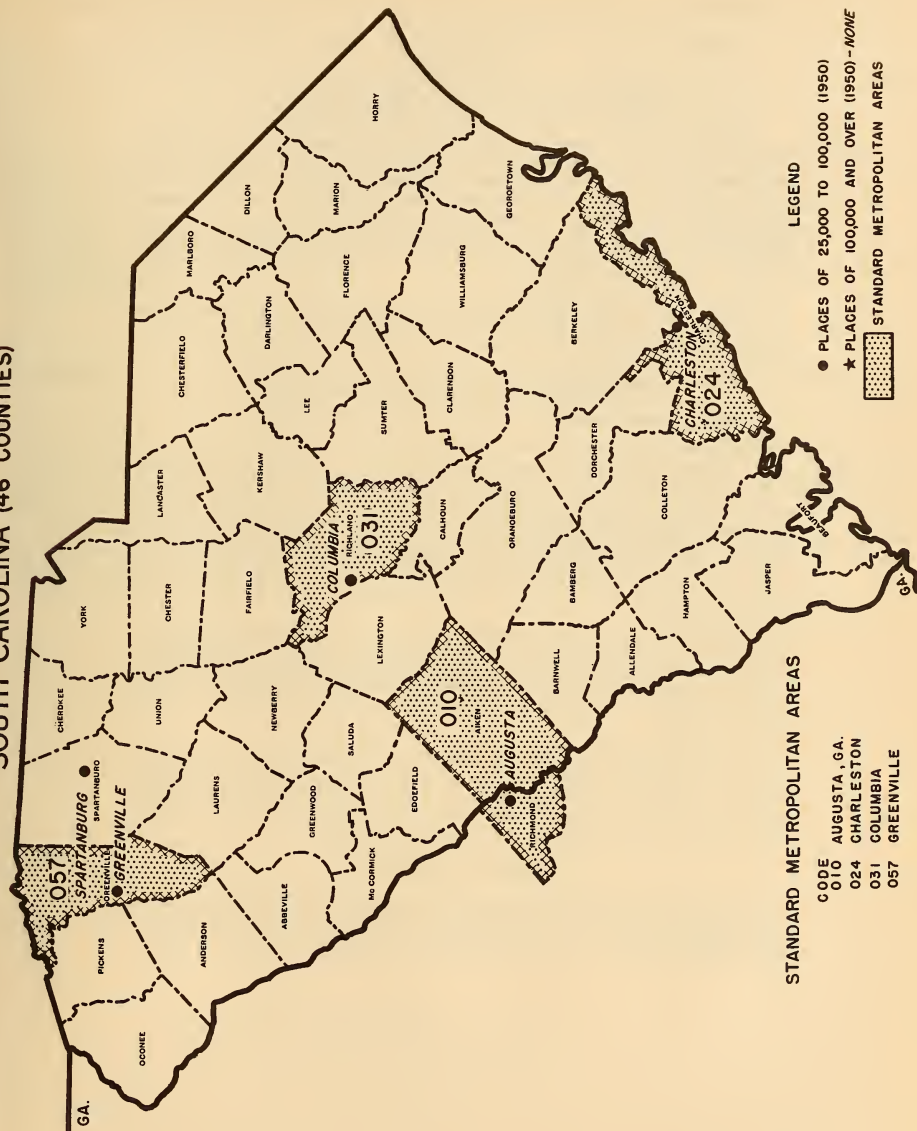
(NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Laurens County.....	26	478	9,034	152	23	17	10,072	9	3,523
Clinton.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Laurens.....	17	330	6,116	91	9	11	8,302	6	1,421
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lee County.....	10	98	2,416	40	6	4	865	6	3,259
Lexington County.....	33	1,039	22,670	315	25	17	6,374	16	19,436
McCormick County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Marion County.....	42	905	17,004	366	35	17	9,732	25	29,585
Marion.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of County.....	30	(D)	(D)	(D)	(D)	11	(D)	19	(D)
Marlboro County.....	17	211	3,724	97	13	7	3,349	10	5,759
Bennettsville.....	10	142	2,431	47	6	4	1,185	6	2,902
Remainder of County.....	7	69	1,293	50	7	3	2,164	4	2,857
Newberry County.....	15	269	4,741	84	13	6	3,062	9	2,929
Newberry.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Oconee County.....	24	336	6,723	145	21	18	5,052	6	2,261
Orangeburg County.....	65	1,381	25,653	457	51	37	18,619	28	18,697
Orangeburg.....	25	815	15,158	252	16	20	9,076	5	8,651
Remainder of County.....	40	566	10,495	205	35	17	9,543	23	12,046
Pickens County.....	18	263	4,793	85	11	11	4,932	7	2,118
Eastley.....	9	133	2,556	42	6	6	2,357	3	923
Remainder of County.....	9	130	2,237	43	5	5	2,575	4	1,195
Richland County.....	306	13,946	270,624	3,717	172	217	168,548	89	101,051
Richland.....	263	12,371	241,633	3,233	132	187	146,194	76	91,708
Columbia.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Eau Claire.....	42	(D)	(D)	(D)	(D)	30	(D)	12	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Saluda County.....	135	4,891	90,703	1,432	72	90	58,843	45	98,590
Spartanburg County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Greer (part).....	86	2,898	51,632	817	38	64	46,860	21	56,991
Spartanburg.....	49	(D)	(D)	(D)	(D)	26	(D)	23	(D)
Remainder of County.....	55	1,163	22,462	456	25	36	12,084	19	11,019
Sumter County.....	42	931	18,218	392	19	28	8,849	14	8,496
Sumter.....	13	232	4,244	64	6	8	3,235	5	2,523
Remainder of County.....	18	233	4,451	97	10	13	6,091	5	1,619
Union County.....	***	***	***	***	***	***	***	***	***
Union.....	31	265	4,827	111	26	14	2,194	17	8,871
Remainder of County.....	56	829	16,500	274	35	37	12,309	19	13,226
York County.....	33	573	11,149	167	21	27	11,053	6	3,316
Remainder of County.....	23	266	5,351	107	14	10	1,256	13	9,910

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Greer is in Greenville and Spartanburg counties.

SOUTH CAROLINA (46 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE AUGUSTA, GA.
010
024 CHARLESTON
031 COLUMBIA
057 GREENVILLE

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950) - HOME
- STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18268

DEPARTMENT OF COMMERCE

**BUREAU OF THE CENSUS
WASHINGTON 25, D. C.**

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-41

SOUTH DAKOTA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
South Dakota, total.....1954..	1,690	27,661	566,944	8,312	902	442	220,143	1,248	562,234
1948..	1,679	20,798	398,968	7,941	838	318	173,343	1,361	604,638
Aurora County.....	9	47	771	16	5	***	***	9	1,452
Beadle County.....	55	775	164,019	236	27	24	6,845	31	104,190
Burns.....	36	(D)	(D)	(D)	(D)	22	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Bennett County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Bon Homme County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Brookings County.....	45	735	144,137	221	45	13	3,505	32	8,617
Brookings.....	23	(D)	(D)	(D)	(D)	11	(D)	5	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Brown County.....	117	21,586	55,299	756	55	47	24,010	70	29,012
Aberdeen.....	65	21,282	48,924	597	36	43	21,710	22	15,819
Remainder of County.....	52	304	6,375	159	19	4	2,300	48	13,193
Brule County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Buffalo County.....	***	***	***	***	***	***	***	***	***
Butte County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Campbell County.....	7	34	657	10	3	***	***	7	1,413
Charles Mix County.....	30	205	3,632	85	12	4	824	26	10,009
Clark County.....	25	(D)	(D)	(D)	(D)	1	(D)	24	(D)
Clay County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Verdelton.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	***	***	8	(D)
Codington County.....	63	11,482	32,038	456	26	29	11,418	34	15,622
Watertown.....	43	(D)	(D)	(D)	(D)	28	(D)	15	(D)
Remainder of County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Corson County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Custer County.....	8	44	778	17	9	4	3,05	4	522
Dakota County.....	53	893	17,622	292	47	21	5,021	32	12,490
Mitchell.....	46	836	16,566	278	43	21	5,021	25	11,255
Remainder of County.....	7	55	1,036	14	4	***	***	7	1,635
Day County.....	40	326	6,464	119	21	8	1,647	32	4,387
Deuel County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Dewey County.....	13	37	631	19	5	***	***	13	2,009
Douglas County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Edmunds County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Fall River County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Hot Springs.....	5	(D)	(Z)	(D)	(D)	***	***	5	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Faulk County.....	26	(D)	(D)	(D)	(D)	1	(D)	25	(D)
Grant County.....	22	181	3,787	66	12	3	1,312	19	3,408
Gregory County.....	24	192	3,835	103	15	3	2,038	21	6,457
Hakon County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Hanlin County.....	24	(D)	(D)	(D)	(D)	1	(D)	23	(D)
Hand County.....	16	147	2,793	75	7	3	665	13	7,927
Hanson County.....	13	55	964	17	7	***	***	13	2,627
Harding County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Hughes County.....	28	189	2,708	61	13	8	2,564	16	2,956
Pierre.....	17	172	2,444	54	9	8	2,564	9	1,777
Remainder of County.....	7	17	(Z)	7	4	***	***	7	1,179
Hutchinson County.....	31	(D)	(D)	(D)	(D)	2	(D)	29	(D)
Hyde County.....	8	49	1,109	17	5	***	***	8	1,176
Jackson County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Jerauld County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Jones County.....	9	47	655	13	4	***	***	9	2,444
Kingsbury County.....	26	(D)	(D)	(D)	(D)	2	(D)	24	(D)
Lake County.....	25	394	7,525	120	12	7	2,786	18	5,837
Madison.....	16	341	6,395	90	8	7	2,786	9	3,670
Remainder of County.....	9	53	1,130	30	3	***	***	9	2,167

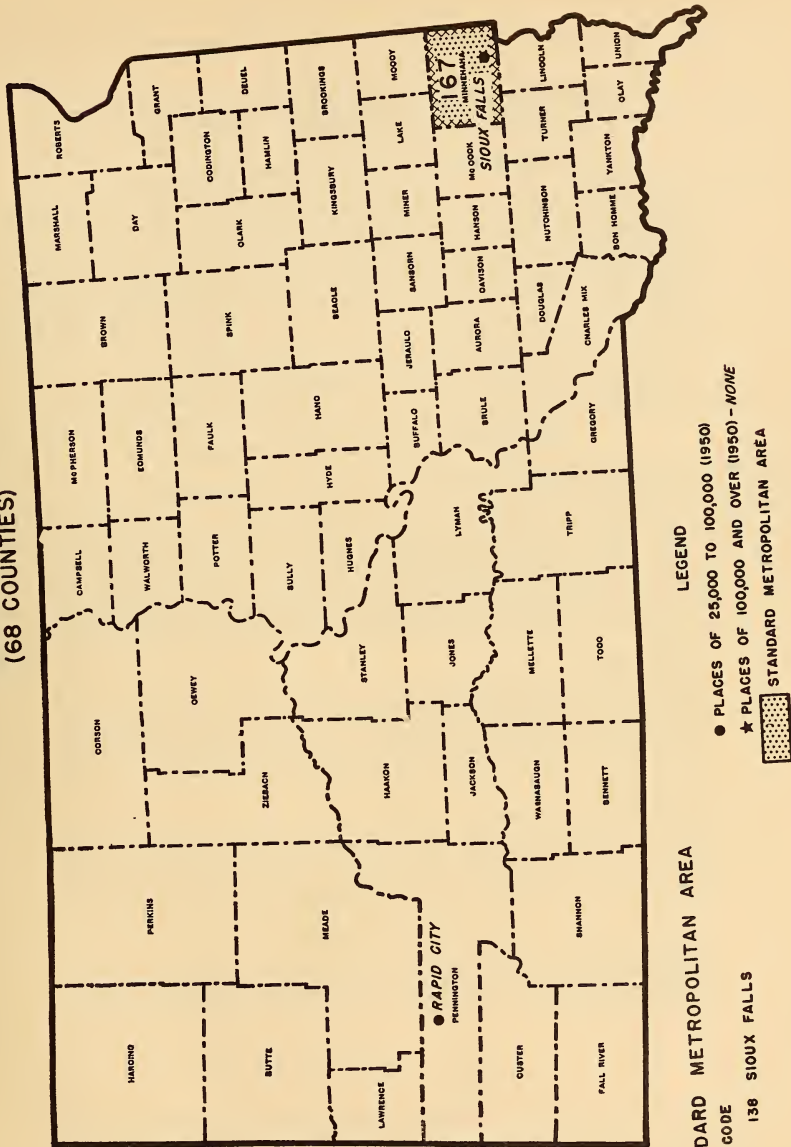
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Lawrence County.....	24	379	7,348	111	12	13	4,607	11	1,582
Lead.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	12	(D)	10	(D)
Lincoln County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Lyman County.....	16	43	878	24	9	...	...	16	3,831
McCook County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
McPherson County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Marshall County.....	22	145	2,959	70	13	3	175	19	5,734
Meade County.....	16	167	3,999	69	6	5	3,785	11	7,973
Mellette County.....	4	2	(Z)	1	4	...	...	4	570
Miner County.....	10	79	1,559	27	10	...	...	20	3,348
Minnehaha County.....	207	10,460	216,021	2,541	96	113	103,453	94	205,190
Sioux Falls.....	181	9,904	207,609	2,385	76	110	101,215	71	193,599
Remainder of County.....	26	556	8,412	156	20	3	2,238	23	12,591
Moody County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Pennington County.....	94	2,796	54,479	662	33	55	23,517	39	16,630
Rapid City.....	71	2,552	50,904	609	23	50	22,131	21	9,696
Remainder of County.....	23	244	3,575	53	10	5	1,386	18	6,934
Perkins County.....	19	134	2,594	46	12	5	557	14	3,897
Potter County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Roberts County.....	39	325	6,859	144	19	5	902	34	9,458
Sasnov County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Shannon County.....	...	...	...	...	...	...	...	...	...
Spink County.....	48	243	4,964	107	15	5	411	43	6,194
Stanley County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Sully County.....	11	45	863	15	5	...	...	11	2,454
Todd County.....	...	...	...	...	...	...	...	...	...
Tripp County.....	18	127	2,847	61	18	3	382	15	9,643
Turner County.....	28	199	3,811	72	9	...	...	28	8,036
Union County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Walworth County.....	31	327	8,742	113	16	7	2,486	24	7,620
Washburn County.....	...	...	...	...	...	...	...	...	...
Yankton County.....	13	544	14,481	228	19	17	6,075	16	12,422
Yankton.....	23	(D)	(D)	(D)	(D)	15	(D)	8	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Ziebach County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

SOUTH DAKOTA (68 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | Retail Trade | Wholesale Trade | Selected Service Trades |
|--|--|--|
| <input type="checkbox"/> Area Bulletins | <input type="checkbox"/> Area Bulletins | <input type="checkbox"/> Area Bulletins |
| <input type="checkbox"/> Subject Bulletins | <input type="checkbox"/> Subject Bulletins | <input type="checkbox"/> Subject Bulletins |
| <input type="checkbox"/> Trade Bulletins | <input type="checkbox"/> Trade Bulletins | <input type="checkbox"/> Trade Bulletins |
| <input type="checkbox"/> Central Business District Bulletins | <input type="checkbox"/> Census Volumes | <input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Census Volumes | | |
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-42

TENNESSEE

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Tennessee, total.....1954..	3,867	164,671	3,230,205	46,580	2,584	2,523	2,131,150	1,344	2,360,859
1948..	3,220	110,843	2,165,538	39,260	2,134	1,831	1,737,237	1,389	1,600,439
Anderson County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Bedford County.....	20	209	3,898	81	16	13	1,760	7	4,236
Shelbyville.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Benton County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Bledsoe County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Blount County.....	22	440	9,025	133	14	14	5,763	8	4,168
Alcoa.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Maryville.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Bradley County.....	28	474	9,567	186	26	20	7,466	8	5,219
Cleveland.....	25	(D)	(D)	(D)	(D)	18	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Campbell County.....	17	214	4,406	83	10	11	3,014	6	2,926
La Follette.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Cannon County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Carroll County.....	20	300	5,982	150	21	10	4,130	10	7,879
Carter County.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Elizabethton.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Cheatham County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Chester County.....	9	69	1,199	45	6	6	2,858	3	2,163
Clatsop County.....	10	90	1,768	34	10	4	729	6	5,126
Clay County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Cooke County.....	10	125	2,788	61	13	4	2,909	6	4,474
Coffee County.....	19	295	5,463	93	12	12	3,453	7	2,774
Dallas County.....	16	279	5,128	87	11	9	3,175	7	2,774
Remainder of County.....	3	16	(Z)	6	1	3	278	***	***
Crockett County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Cumberland County.....	12	317	6,221	124	5	7	7,240	5	1,853
Davidson County.....	613	31,333	339,608	8,506	351	437	32,062	176	251,119
Nashville.....	562	28,281	338,886	7,732	324	397	272,351	165	226,305
Remainder of County.....	51	3,052	60,622	774	27	40	48,711	11	24,816
Decatur County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
De Kalb County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Dickson County.....	16	108	2,191	47	17	7	1,292	9	2,658
Dyer County.....	39	670	12,131	243	32	21	6,984	18	11,651
Dyersburg.....	33	(D)	(D)	(D)	(D)	19	(D)	14	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Fayette County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Fentress County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Franklin County.....	16	146	2,900	63	19	10	1,127	6	1,959
Gibson County.....	38	416	7,395	170	30	22	6,044	16	7,012
Hamblint.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	17	(D)	14	(D)
Giles County.....	22	297	5,940	140	21	13	5,243	9	4,837
Pulaski.....	21	(D)	(D)	(D)	(D)	13	(D)	8	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Grainger County.....	***	***	***	***	***	***	***	***	***
Greene County.....	31	2,015	31,687	791	17	11	24,173	20	18,725
Groesville.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Grundy County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hamble County.....	39	1,162	22,210	408	34	27	10,796	12	11,029
Morristown.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hamilton County.....	386	18,055	354,124	4,591	203	269	200,560	117	179,482
Chattanooga.....	376	(D)	(D)	(D)	(D)	263	(D)	113	(D)
East Ridge.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Hancock County.....	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Hardeman County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Hardin County.....	11	76	2+358	56	9	3	229	8	2+751
Hawkins County.....	12	169	11+518	138	11	3	636	9	10+745
Haywood County.....	12	122	2+348	51	7	6	1+704	6	3+203
Henderson County.....	10	(D)	(D)	(D)	(D)	3	(D)	7	(D)
Henry County.....	28	318	7+343	150	21	20	4+011	8	4+507
Paris.....	23	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Hickman County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Houston County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Humphreys County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Jackson County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Jefferson County.....	3	33	641	14	1	3	698	***	***
Johnson County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Knox County.....	390	10+982	38+176	4+852	192	277	155+741	113	285+271
Knoxville.....	362	19+071	364+708	4+013	172	255	147+612	107	215+654
Remainder of County.....	28	911	16+468	239	20	22	7+929	6	31+617
Lake County.....	6	39	741	20	4	***	***	6	2+383
Laurens County.....	9	96	1+653	37	9	5	1+228	4	622
Lawrence County.....	19	128	2+760	68	24	15	2+551	4	1+282
Lawrenceburg.....	14	102	2+169	65	18	10	1+513	4	1+282
Remainder of County.....	5	26	591	13	6	5	1+038	***	***
Lewis County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lincoln County.....	23	270	5+517	221	17	11	2+480	12	6+038
Payetteville.....	23	270	5+517	221	17	11	2+480	12	6+038
Remainder of County.....	***	***	***	***	***	***	***	***	***
Loudon County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Lenoir City.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
McKinn County.....	27	375	7+738	156	22	18	4+967	9	6+612
Athens.....	22	256	5+290	93	18	13	2+870	9	6+612
Remainder of County.....	5	119	2+448	63	4	5	2+097	***	***
McMurray County.....	9	58	878	18	6	4	167	5	2+063
Macon County.....	***	***	***	***	***	***	***	***	***
Madison County.....	86	2+254	4+240	738	76	64	27+275	22	12+965
Jackson.....	79	(D)	(D)	(D)	(D)	58	(D)	21	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Marion County.....	12	167	3+209	62	12	9	2+417	3	958
Marshall County.....	15	132	2+659	75	9	10	1+222	5	1+400
Lewistown.....	13	(D)	(D)	(D)	(D)	8	(D)	5	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Murray County.....	26	430	10+002	303	25	12	5+720	14	11+134
Columbia.....	16	(D)	(D)	(D)	(D)	10	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Meigs County.....	***	***	***	***	***	***	***	***	***
Monroe County.....	12	245	5+431	106	9	8	3+654	4	3+914
Montgomery County.....	48	1+232	20+439	407	47	25	14+350	23	12+829
Clarksville.....	46	(D)	(D)	(D)	(D)	25	(D)	21	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Moore County.....	***	***	***	***	***	***	***	***	***
Morgan County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Oslen County.....	44	688	13+491	259	44	26	9+704	18	10+119
Union City.....	31	489	9+607	175	28	17	6+773	14	5+160
Remainder of County.....	13	189	3+824	84	16	9	2+931	4	4+939
Overton County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Perry County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pickett County.....	***	***	***	***	***	***	***	***	***
Polk County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Putnam County.....	38	356	8+918	152	36	25	5+558	9	7+578
Cookeville.....	25	263	5+328	122	25	20	3+262	4	6+742
Remainder of County.....	9	93	1+590	30	11	5	2+196	4	1+232

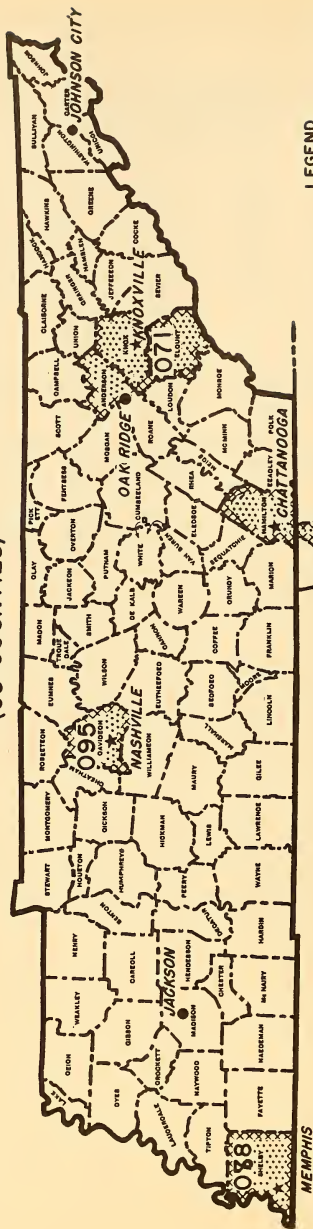
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)						
Abbe County.....	6	57	1,220	18	4	3	605	3	1,025	
Adair County.....	21	497	8,883	145	22	16	4,198	7	7,148	
Adrian County.....	12	279	4,944	74	8	8	1,711	4	5,155	
Adrian County.....	9	218	3,939	71	14	6	2,487	3	1,993	
Adrian County.....	32	334	6,826	122	29	13	2,645	19	11,859	
Springfield.....	26	(D)	(D)	(D)	11	(D)	(D)	15	(D)	
Remainder of County.....	6	(D)	(D)	(D)	2	(D)	(D)	4	(D)	
Rutherford County.....	31	527	10,321	221	40	19	6,968	12	8,403	
Warfare.....	29	(D)	(D)	(D)	(D)	17	(D)	12	(D)	
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Scott County.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)	
Sequester County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)	
Sevier County.....	7	52	950	23	9	3	1,616	4	1,477	
Shelby County.....	1,083	66,729	1,331,241	17,824	659	710	1,131,099	373	1,302,100	
Memphis.....	1,060	66,436	1,325,550	17,725	640	694	1,128,000	366	1,300,448	
Remainder of County.....	23	291	5,691	99	19	16	3,099	7	1,652	
Smith County.....	23	205	7,591	309	18	5	1,876	18	13,662	
Stewart County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)	
Sullivan County.....	114	6,000	120,905	1,417	53	88	36,039	30	64,181	
Bristol.....	53	1,601	35,023	505	30	39	19,951	14	10,860	
Kingsport.....	52	(D)	(D)	(D)	(D)	40	(D)	12	(D)	
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	6	(D)	
Sumner County.....	28	579	12,025	312	25	18	14,872	10	7,495	
Gallatin.....	24	(D)	(D)	(D)	(D)	15	(D)	9	(D)	
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Tipton County.....	20	212	4,038	104	23	5	2,818	15	7,046	
Trousdale County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)	
Union County.....	5	81	1,858	25	9	5	767	...	...
Union County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)	
Van Buren County.....	...	...	...	...	...	...	...	...	...
Warren County.....	12	187	2,722	64	8	7	2,635	5	2,122	
McMinnville.....	10	(D)	(D)	(D)	(D)	6	(D)	4	(D)	
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Washington County.....	91	3,070	61,117	986	55	67	38,977	24	19,995	
Johnson City.....	79	(D)	(D)	(D)	(D)	56	(D)	23	(D)	
Remainder of County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)	
Wayne County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Weakley County.....	25	340	6,040	137	25	14	4,347	11	2,257	
White County.....	17	157	2,080	47	16	10	1,320	7	3,635	
Williamson County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)	
Franklin.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)	
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Wilson County.....	20	279	4,841	100	20	13	2,095	7	3,332	
Lebanon.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)	
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

TENNESSEE (95 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE
027 CHATTANOOGA
071 KNOXVILLE
088 MEMPHIS
095 NASHVILLE

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

STANDARD METROPOLITAN AREAS



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18395

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-43

TEXAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Texas, total.....1954..	13,731	514,082	10,381,297	135,211	9,155	8,733	5,668,764	4,998	5,302,853
1948..	10,583	325,344	6,707,538	112,782	7,151	5,620	3,752,722	4,963	4,133,670
Anderson County.....	31	317	6,570	128	20	17	3,511	14	5,410
Palestine.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Andrew County.....	9	124	2,671	49	7	6	2,464	3	953
Angelina County.....	40	807	16,453	242	28	28	25,723	12	7,351
Lufkin.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Aransas County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Aransas Pass (part).....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Archer County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Armstrong County.....	7	85	1,569	23	6	***	***	7	1,400
Atascosa County.....	18	116	2,843	47	13	9	1,837	9	2,061
Austin County.....	15	151	3,710	88	16	7	1,379	8	5,429
Bailey County.....	17	284	5,124	83	16	6	1,957	11	3,558
Bandera County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Bastrop County.....	17	75	1,922	48	16	7	1,064	10	3,403
Baylor County.....	13	95	2,256	58	9	3	193	10	3,081
Bee County.....	23	195	4,097	80	14	11	1,251	12	5,327
Seville.....	15	93	1,896	44	10	8	824	7	2,183
Remainder of County.....	8	102	2,201	36	4	3	427	5	3,144
Bell County.....	66	1,156	22,540	389	55	42	12,897	24	13,455
Belton.....	3	24	(Z)	6	2	***	***	3	982
Killeen.....	6	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Temple.....	46	865	16,984	274	37	34	10,940	12	4,925
Remainder of County.....	11	(D)	(D)	(D)	(D)	4	(D)	7	(D)
Bexar County.....	800	38,088	765,201	10,747	552	628	371,120	172	238,896
Alamo Heights.....	***	***	***	***	***	***	***	***	***
San Antonio.....	755	(D)	(D)	(D)	(D)	628	(D)	171	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Blanco County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Borden County.....	***	***	***	***	***	***	***	***	***
Boque County.....	14	90	2,182	120	12	5	849	9	3,657
Bowie County.....	90	1,936	39,977	591	74	62	17,442	28	29,731
Texasarkana.....	76	1,866	38,558	565	50	57	17,068	19	21,065
Remainder of County.....	14	70	1,419	24	15	5	374	9	8,656
Brazoria County.....	86	810	17,080	232	34	25	5,504	21	9,940
Freeport.....	11	122	3,177	58	8	8	2,043	3	642
Remainder of County.....	35	688	13,903	164	26	17	3,461	18	9,298
Brazos County.....	37	474	10,042	180	34	25	5,894	12	9,824
Bryan.....	32	(D)	(D)	(D)	(D)	23	(D)	9	(D)
College Station.....	5	***	***	***	***	***	***	***	***
Remainder of County.....	***	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Brewster County.....	9	90	1,679	28	4	4	1,011	5	877
Alpine.....	8	(D)	(D)	(D)	(D)	3	(D)	5	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Briscoe County.....	10	40	923	21	11	5	309	5	680
Brooks County.....	16	154	3,192	56	9	8	1,397	8	1,546
Palfrurria.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Brown County.....	51	743	14,831	282	42	31	11,547	20	8,495
Brownwood.....	43	629	12,657	239	36	28	9,113	15	4,728
Remainder of County.....	8	114	2,174	43	6	3	2,364	5	3,967
Burleson County.....	13	81	1,361	22	8	6	1,480	7	1,004
Burnet County.....	13	31	733	12	13	5	348	8	856
Caldwell County.....	23	257	5,445	87	13	9	1,365	14	3,716
Lockhart.....	10	84	2,084	59	7	4	479	6	1,504
Remainder of County.....	13	173	3,361	48	6	8	894	8	2,218
Calhoun County.....	22	366	6,215	118	16	12	3,686	10	1,171
Pert Lavaca.....	12	267	14,005	96	11	8	3,039	4	1,154
Remainder of County.....	10	99	1,810	22	5	6	647	6	579
Callahan County.....	10	42	1,037	20	10	4	569	6	1,268

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Aransas Pass is in Aransas and San Patricio counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Cameron County.....	228	6,001	102,232	2,104	135	161	78,087	67	36,855
Brownsville.....	76	1,448	28,815	545	43	55	28,993	21	17,964
Harlingen.....	100	2,470	50,253	864	62	72	26,588	28	9,945
San Benito.....	22	584	9,418	155	17	14	4,252	8	3,000
Remainder of County.....	30	1,499	13,746	540	13	20	18,214	10	4,860
Camp County.....	10	89	1,688	41	10	6	1,781	4	555
Carson County.....	15	96	1,914	33	8	***	***	15	1,904
Cass County.....	16	118	2,315	64	21	5	2,653	11	3,230
Castro County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Chambers County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Cherokee County.....	34	828	16,085	269	20	20	18,912	14	3,971
Jacksonville.....	23	651	12,801	206	15	16	17,877	7	2,551
Rusk.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	3	(D)	4	(D)
Childress County.....	23	193	3,601	68	21	15	4,210	8	1,174
Childress.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Clay County.....	6	32	751	18	5	***	***	6	775
Cochran County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Coke County.....	4	11	(2)	5	4	***	***	4	292
Coleman County.....	27	270	5,768	90	19	12	2,523	15	2,904
Coleman.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Collin County.....	45	556	10,207	185	43	11	4,642	27	7,905
McKinney.....	24	247	4,848	98	24	11	2,403	13	4,643
Remainder of County.....	21	309	5,267	91	19	7	2,239	14	3,262
Collingsworth County.....	7	33	666	25	10	***	***	7	1,705
Colorado County.....	25	259	5,070	105	16	9	5,042	16	9,095
Comal County.....	22	166	3,218	77	16	14	1,963	8	2,792
New Braunfels.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Cosamho County.....	20	311	6,074	161	14	7	2,449	13	6,175
Concho County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Cooke County.....	33	577	11,786	182	26	18	5,723	15	4,960
Gainesville.....	23	481	10,060	131	20	12	4,758	11	3,220
Remainder of County.....	10	96	1,726	51	6	6	965	4	1,740
Coryell County.....	16	181	3,445	108	12	3	1,050	13	6,076
Cottle County.....	10	76	1,553	31	10	3	208	7	900
Crawe County.....	3	6	(2)	2	2	3	169	***	***
Crockett County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Crosby County.....	17	217	4,776	72	19	4	376	13	3,590
Culberson County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Dallas County.....	25	378	7,719	141	17	10	3,631	15	5,619
Dallhart (part).....	20	353	7,774	133	15	10	3,631	10	4,901
Remainder of County.....	5	25	(2)	8	***	***	***	5	718
Dallas County.....	2,069	128,092	2,550,639	28,909	1,210	1,293	1,207,271	826	1,796,219
Dallas.....	1,950	123,786	2,464,651	27,870	1,129	1,157	1,177,623	793	1,676,576
Garland.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Grand Prairie (part).....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Highland Park.....	5	179	4,362	35	***	***	***	5	15,178
University Park.....	13	151	2,770	34	11	6	773	7	4,133
Remainder of County.....	68	2,870	55,937	717	44	52	20,923	16	37,680
Dawson County.....	45	524	13,016	186	36	26	6,186	19	7,532
Lamesa.....	33	440	10,498	148	28	18	5,616	15	6,710
Remainder of County.....	12	84	2,317	42	8	8	870	4	792
Deaf Smith County.....	24	516	10,390	162	20	9	1,950	15	6,095
Heford.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Delta County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Denton County.....	45	521	10,666	185	43	27	6,800	18	4,275
Denton.....	31	425	8,802	147	27	22	6,013	9	2,273
Remainder of County.....	14	96	1,864	38	16	5	787	9	2,002
De Witt County.....	46	462	8,740	201	39	31	11,571	15	8,429
Quero.....	19	212	4,586	108	16	12	6,933	7	7,498
Yonah (part).....	15	197	3,057	73	15	11	3,653	4	550
Remainder of County.....	12	53	1,097	20	8	8	985	4	373

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Dallhart is in Dallas and Hartley counties. *Yonah is in DeWitt and Lavaca counties. *Grand Prairie is in Dallas and Tarrant counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Dickens County.....	10	64	1,752	26	8	3	599	7	970
Dimit County.....	11	196	4,487	120	8	4	476	7	3,650
Donley County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Dural County.....	14	703	2,912	43	6	8	2,061	6	757
Edwards County.....	46	141	12,449	285	30	20	9,888	26	14,866
Elaso.....	12	202	3,684	75	9	6	2,450	6	725
Remainder of County.....	34	499	8,765	210	21	14	7,438	20	14,141
Exeter County.....	171	6,946	156,501	1,479	86	132	105,357	38	24,302
Odeas.....	155	(D)	(D)	(D)	(D)	118	(D)	35	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	15	(D)	1	(D)
Edwards County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Ellis County.....	39	356	6,005	126	44	16	5,977	17	6,248
Emery.....	8	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Waxahatchie.....	17	209	3,601	68	22	10	3,907	7	2,406
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
El Paso County.....	360	16,582	334,507	4,410	220	262	155,655	98	135,614
El Paso.....	346	16,426	330,417	4,328	208	254	154,577	92	134,216
Remainder of County.....	14	156	4,090	82	12	8	1,078	6	1,398
Elbert County.....	20	186	4,296	88	13	9	3,088	11	3,150
Stephenville.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Falls County.....	26	113	2,094	61	17	11	2,169	15	5,612
Marlin.....	13	80	1,193	27	6	8	1,586	5	1,006
Remainder of County.....	13	33	901	34	11	3	583	10	4,606
Farmington County.....	27	174	3,766	91	24	10	2,747	17	6,948
Bohannon.....	15	85	1,564	42	15	6	1,671	9	5,412
Remainder of County.....	12	90	2,202	49	9	4	1,076	8	1,536
Fayette County.....	47	395	8,420	229	35	25	4,817	22	12,509
Fisher County.....	10	49	1,166	20	4	5	521	5	641
Floyd County.....	29	314	7,288	110	15	9	5,429	20	2,635
Foard County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Fort Bend County.....	32	314	6,176	109	28	20	6,246	12	5,455
Rosenberg.....	23	249	4,995	85	21	16	5,464	7	2,622
Remainder of County.....	9	65	1,381	24	7	4	782	5	2,833
Franklin County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Freestone County.....	3	3	(Z)	1	3	***	***	3	723
Frio County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Guadalupe County.....	14	248	5,285	65	11	5	628	9	4,221
Galveston County.....	117	3,829	79,576	1,128	78	95	67,199	22	31,740
Galveston.....	92	3,138	68,749	992	64	78	64,807	14	9,589
Texas City.....	18	(D)	(D)	(D)	(D)	12	(D)	3	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Garma County.....	9	39	1,073	29	5	5	648	4	668
Gillespie County.....	20	192	3,984	87	22	11	2,939	9	4,586
Glasscock County.....	***	***	***	***	***	***	***	***	***
Goliad County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Gonzales County.....	28	198	3,717	96	32	8	1,826	20	8,314
Gonzales.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Gray County.....	55	1,067	21,682	280	36	37	13,106	18	5,327
Pampa.....	48	(D)	(D)	(D)	(D)	35	(D)	13	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Gregg County.....	81	1,707	31,287	521	62	52	25,308	29	11,620
Belton.....	23	525	10,139	186	14	17	5,949	6	2,327
Sherman.....	33	867	15,097	224	32	24	15,171	9	5,737
Remainder of County.....	25	315	6,051	111	16	11	4,188	14	3,556
Gregg County.....	143	4,186	85,063	1,133	101	115	49,037	28	12,422
Gladewater (part).....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Kilgore (part).....	44	981	20,092	238	33	36	15,907	8	1,637
Longview.....	64	2,405	49,597	662	44	50	23,721	14	9,070
Remainder of County.....	27	(D)	(D)	(D)	(D)	22	(D)	5	(D)
Groes County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Havard.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Gladewater is in Gregg and Upshur counties.

*Kilgore is in Gregg and Rusk counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments
			Payroll (Dollars)	Employees (Number)				
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)
Guadalupe County.....	23	412	9,780	181	17	12	5,262	11
Sequim.....	21	(D)	(D)	(D)	(D)	12	(D)	9
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	(D)	2
Male County.....	63	1,175	26,222	352	46	25	11,642	38
Plainview.....	42	744	16,000	217	32	21	9,435	21
Remainder of County.....	21	431	10,222	135	14	4	2,627	17
Hall County.....	21	100	2,104	43	21	8	1,451	13
Hamilton County.....	19	240	2,007	71	22	5	712	14
Hansford County.....	18	183	3,337	48	13	5	412	13
Hardeman County.....	19	443	12,544	197	18	6	7,966	13
Hardin County.....	10	60	1,277	36	9	6	602	4
Harris County.....	1,900	123,053	2,485,463	28,216	970	1,139	1,384,077	561
Baytown.....	20	717	13,156	167	13	14	4,299	6
Bellaire.....	5	(D)	(D)	(D)	(D)	4	(D)	1
Galena Park.....	5	(D)	(D)	(D)	(D)	3	(D)	2
Houston.....	1,803	119,399	2,414,901	27,374	916	1,269	1,364,760	534
Jacinto City.....	2	(D)	(D)	(D)	(D)	2	(D)	***
Pasadena.....	11	616	11,351	141	5	11	3,631	***
West University Place.....	***	***	***	***	***	***	***	***
Remainder of County.....	54	1,736	32,984	369	32	36	8,466	18
Harrison County.....	37	566	10,574	182	40	23	5,962	14
Marshall.....	32	(D)	(D)	(D)	(D)	20	(D)	12
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	(D)
Hartley County.....	5	(D)	(D)	(D)	(D)	1	(D)	4
Dalhart (part).....	***	***	***	***	***	***	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4
Haskell County.....	17	125	2,991	56	12	5	520	12
Hays County.....	25	294	6,232	122	24	10	2,902	15
Sage Marine.....	18	(D)	(D)	(D)	(D)	8	(D)	10
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5
Hempfl County.....	8	(D)	(D)	(D)	(D)	2	(D)	6
Henderson County.....	21	221	10,294	348	29	11	2,222	10
Athens.....	18	(D)	(D)	(D)	(D)	11	(D)	7
Remainder of County.....	3	(D)	(D)	(D)	(D)	***	***	3
Hidalgo County.....	234	7,247	131,577	3,313	198	128	45,683	106
Donna.....	12	(D)	(D)	(D)	(D)	10	(D)	8
Edinburg.....	25	1,209	25,058	401	23	15	7,046	10
Mollino.....	67	1,328	25,207	570	55	45	13,249	22
Mercedes.....	15	469	4,635	103	12	7	2,624	8
Mission.....	30	339	6,714	207	14	13	5,150	7
Pharr.....	31	926	18,906	430	30	17	4,205	14
Weslaco.....	19	1,360	24,143	548	25	8	3,741	11
Remainder of County.....	45	(D)	(D)	(D)	(D)	21	(D)	24
Hill County.....	32	184	3,345	85	30	10	7,904	22
Hillsboro.....	17	(D)	(D)	(D)	(D)	8	(D)	9
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13
Hockley County.....	29	462	9,999	137	13	14	6,535	15
Levelland.....	15	172	4,474	73	12	5	795	10
Remainder of County.....	14	290	5,524	64	1	9	5,740	5
Hood County.....	9	22	(Z)	8	9	3	104	6
Hopkins County.....	22	377	7,954	146	22	16	6,156	6
Sulphur Springs.....	20	(D)	(D)	(D)	(D)	15	(D)	5
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1
Houston County.....	20	177	3,581	88	15	8	2,759	12
Crockett.....	13	(D)	(D)	(D)	(D)	6	(D)	7
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5
Howard County.....	63	1,047	21,453	317	39	48	16,897	15
Big Spring.....	56	(D)	(D)	(D)	(D)	43	(D)	13
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2
Hudspeth County.....	5	(D)	(D)	(D)	(D)	1	(D)	4
Hunt County.....	50	685	12,308	215	38	32	11,515	18
Comstock.....	7	(D)	(D)	(D)	(D)	5	(D)	2
Greenville.....	40	576	10,638	183	31	26	8,289	14
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2
Hutchinson County.....	43	753	16,971	223	24	36	11,941	7
Borger.....	38	(D)	(D)	(D)	(D)	33	(D)	5
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2
Irion County.....	3	25	797	6	2	***	***	3
Jack County.....	11	100	2,285	39	10	5	1,621	6
Jackson County.....	11	100	2,030	54	6	5	976	6

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$750. ... Represents zero.

*Dalhart is in Dallas and Hartley counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

7

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jasper County.....	23	215	4,198	84	16	12	2,749	11	2,773
Jeff Davis County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Jefferson County.....	287	11,655	240,602	3,138	155	217	119,660	70	67,500
Reynolds.....	220	9,158	187,821	2,461	114	163	93,891	37	44,743
Port Arthur.....	50	1,826	80,428	587	37	42	18,918	8	8,904
Port Neches.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	17	671	12,353	150	4	12	6,851	5	13,855
Jim Hogg County.....	7	57	1,143	23	8	4	636	3	1,219
Jim Wells County.....	50	1,075	22,971	371	29	33	16,341	17	9,777
Albion.....	42	885	18,921	255	26	29	14,740	13	3,808
Remainder of County.....	8	190	4,050	116	3	4	1,601	4	5,968
Johnson County.....	38	292	5,783	106	37	20	2,268	18	4,161
Cleburne.....	24	248	4,864	76	21	14	1,893	10	2,261
Remainder of County.....	14	44	919	30	16	6	395	8	1,900
Jones County.....	45	637	12,720	213	35	19	8,261	26	7,288
Starbuck.....	18	256	4,801	91	17	11	5,640	7	964
Remainder of County.....	27	381	7,919	122	18	8	2,621	19	6,324
Karnes County.....	17	136	3,426	74	17	7	8,230	10	8,937
Kaufman County.....	21	143	2,671	44	15	6	599	15	3,638
Terrill.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	4	(D)	7	(D)
Kendall County.....	12	76	1,403	27	13	3	880	9	1,754
Kenedy County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Kent County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Kerr County.....	21	124	2,455	56	22	11	680	10	3,985
Kerrville.....	13	60	1,415	25	12	7	485	6	1,506
Remainder of County.....	8	64	1,040	31	10	4	195	4	2,479
Kiowa County.....	6	49	1,097	31	5	3	705	3	465
King County.....	***	***	***	***	***	***	***	***	***
Kinney County.....	***	***	***	***	***	***	***	***	***
Kleberg County.....	18	214	4,082	82	12	11	3,241	7	2,241
Kingville.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Knox County.....	14	36	700	32	12	4	455	10	3,036
LaMar County.....	47	798	18,034	370	49	33	8,987	14	11,788
Paris.....	43	(D)	(D)	(D)	(D)	29	(D)	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	4	(D)	***	(D)
Lamb County.....	43	545	11,207	162	30	14	8,113	29	7,494
Littlefield.....	23	309	6,328	92	20	10	7,949	13	3,182
Remainder of County.....	20	236	4,879	70	10	4	164	16	4,312
Lampasas County.....	19	110	1,837	66	39	4	201	15	9,054
La Salle County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Lavaca County.....	23	(D)	(D)	(D)	(D)	9	(D)	14	(D)
Yodanis (part).....	3	(D)	(D)	(D)	(D)	***	***	3	(D)
Remainder of County.....	20	(D)	(D)	(D)	(D)	9	(D)	11	(D)
Lee County.....	12	56	1,168	64	8	5	445	7	2,716
Leon County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Liberty County.....	39	561	9,016	143	26	21	4,793	18	6,912
Cleveland.....	11	84	1,620	28	10	6	1,203	5	1,286
Remainder of County.....	28	477	7,396	115	16	15	3,540	13	5,626
Limestone County.....	30	299	5,677	120	19	17	3,920	13	7,485
Mexia.....	19	180	3,648	60	10	14	2,769	5	1,534
Remainder of County.....	11	119	2,029	60	9	3	1,151	8	5,951
Lipscomb County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Live Oak County.....	12	62	1,344	21	9	4	575	8	1,272
Llano County.....	12	48	891	23	10	4	600	8	997
Loving County.....	***	***	***	***	***	***	***	***	***
Lubbock County.....	313	11,042	255,653	2,864	211	236	176,383	77	87,078
Lubbock.....	286	10,343	241,895	2,651	185	224	171,605	65	83,282
Staton.....	7	(D)	(D)	(D)	(D)	3	(D)	4	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Lynn County.....	18	(D)	(D)	(D)	(D)	1	(D)	17	(D)

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

*Yodanis is in DeWitt and Lavaca counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweeks, ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
McClulloch County.....	20	237	4,519	98	16	6	14	4,704
Brady.....	16	(D)	(D)	(D)	(D)	5	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	3	(D)
McLennan County.....	228	7,810	160,188	2,260	182	158	60	47,105
Waco.....	197	7,166	149,520	2,090	114	156	41	39,330
Remainder of County.....	31	644	10,668	170	28	12	19	7,775
McMullen County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Madison County.....	7	21	(Z)	5	5	***	7	1,849
Marion County.....	6	(D)	(D)	(D)	(D)	4	2	(D)
Martin County.....	4	(D)	(D)	(D)	(D)	4	***	(D)
Mason County.....	3	(D)	(D)	(D)	(D)	---	3	(D)
Matagorda County.....	28	559	10,089	202	27	14	14	5,327
Bay City.....	19	358	7,040	108	17	11	8	3,680
Remainder of County.....	9	221	3,049	94	10	3	6	1,735
Maverick County.....	14	89	1,502	38	11	8	6	1,372
Eagle Pass.....	14	89	1,502	38	11	8	6	1,372
Remainder of County.....	***	***	***	***	***	***	***	***
Medina County.....	26	361	6,794	149	20	12	14	3,425
Merand County.....	6	(D)	(D)	(D)	(D)	1	5	(D)
Midland County.....	83	3,685	81,042	926	36	56	27	42,707
Midland.....	59	3,285	71,098	813	29	45	24	41,265
Remainder of County.....	14	400	9,944	113	7	11	3	1,442
Milam.....	30	441	6,489	150	31	13	17	3,338
Comstock.....	16	311	5,438	115	17	10	6	1,879
Remainder of County.....	14	130	1,051	35	14	3	11	2,055
Mills County.....	8	(D)	(D)	(D)	(D)	1	7	(D)
Mitchell County.....	20	206	4,447	66	17	9	11	3,468
Colorado City.....	16	(D)	(D)	(D)	(D)	7	9	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	2	(D)
Montague County.....	40	349	7,009	109	36	24	16	2,343
Montgomery County.....	32	407	9,047	144	36	25	7	2,377
Conroe.....	28	(D)	(D)	(D)	(D)	22	6	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	1	(D)
Moore County.....	17	211	3,765	60	10	12	5	1,238
Dumas.....	11	(D)	(D)	(D)	(D)	7	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	1	(D)
Morris County.....	6	17	(Z)	6	4	3	3	603
Motley County.....	7	(D)	(D)	(D)	(D)	2	5	(D)
Nacogdoches County.....	33	534	10,655	200	20	20	13	5,545
Nacogdoches.....	28	(D)	(D)	(D)	(D)	17	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	2	(D)
Navarro County.....	48	568	10,864	194	39	31	17	12,601
Corsicana.....	32	496	9,408	145	26	23	9	10,036
Remainder of County.....	16	72	1,456	49	13	8	8	2,565
Newton County.....	4	(D)	(D)	(D)	(D)	2	2	(D)
Nolan County.....	40	659	12,729	203	35	25	15	10,017
Sweetwater.....	33	(D)	(D)	(D)	(D)	23	10	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	5	(D)
Nueces County.....	136	12,336	253,577	3,319	192	262	96	62,201
Corpus Christi.....	289	11,261	233,240	3,011	168	229	60	47,274
Robstown.....	16	252	3,261	80	12	4	12	3,183
Remainder of County.....	31	821	17,076	228	12	9	22	12,444
Ochiltree County.....	17	210	4,138	71	9	5	12	6,141
Oldham County.....	10	(D)	(D)	(D)	(D)	2	8	(D)
Orange County.....	24	1,024	23,470	277	18	17	7	2,178
Orange.....	23	(D)	(D)	(D)	(D)	16	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	***	***
Palo Pinto County.....	22	141	2,705	70	12	15	7	2,582
Mineral Wells.....	16	(D)	(D)	(D)	(D)	11	5	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	2	(D)
Panola County.....	17	164	3,187	67	14	8	9	3,078
Parker County.....	22	281	6,026	125	22	12	10	2,393
Weatherford.....	19	(D)	(D)	(D)	(D)	11	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	2	(D)
Parker County.....	23	312	6,873	99	13	7	16	3,473

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued 9

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Pecos County.....	17	102	2,914	43	11	9	1,189	8	993
Polk County.....	16	158	3,221	72	11	6	3,238	10	2,976
Potter County.....	267	14,310	285,738	3,404	146	194	135,365	73	107,210
Amarillo (part) ⁶	257	(D)	(D)	(D)	(D)	190	(D)	67	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	4	(D)	6	(D)
Presidio County.....	13	86	1,610	33	11	5	470	8	1,514
Rains County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Randall County.....	16	83	1,779	40	14	5	491	11	1,165
Amarillo (part) ⁶	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Reagan County.....	8	157	3,251	28	4	4	1,048	4	1,018
Real County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Red River County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Reeves County.....	30	562	11,610	185	19	20	6,484	10	3,154
Pecos.....	21	446	8,695	122	11	14	5,657	7	2,478
Remainder of County.....	9	116	3,117	63	8	6	827	3	676
Refugio County.....	12	131	2,602	43	7	5	1,351	7	1,587
Roberts County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Robertson County.....	19	132	2,806	47	18	6	247	13	4,366
Rockwell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Russell County.....	35	325	6,150	115	38	12	2,901	23	9,108
Ballinger.....	22	247	4,857	86	25	8	1,689	14	7,409
Remainder of County.....	13	78	1,293	29	13	4	1,212	9	1,699
Rusk County.....	40	543	11,347	203	29	28	5,071	12	4,906
Henderson.....	25	(D)	(D)	(D)	(D)	14	(D)	11	(D)
Kilgore (part) ²	(D)	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Sabine County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
San Augustine County.....	11	105	2,708	73	9	5	1,863	6	1,274
San Jacinto County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
San Patricio County.....	48	947	13,878	249	24	16	5,925	32	7,257
Aransas Pass (part) ³	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	10	(D)	31	(D)
San Saba County.....	9	43	838	35	11	3	1,073	6	1,800
Schleicher County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Scurry County.....	50	737	14,891	200	24	36	15,603	14	4,030
Snyder.....	36	618	12,034	151	16	26	12,676	10	3,264
Remainder of County.....	14	119	2,857	49	8	10	2,927	4	766
Shackelford County.....	15	99	1,791	24	10	5	1,908	10	928
Shelby County.....	23	275	5,440	142	21	12	6,946	11	3,251
Sherman County.....	10	111	2,628	32	6	***	***	10	1,675
Smith County.....	141	3,893	78,945	1,131	93	102	44,019	39	25,373
Tyler.....	125	3,632	74,460	1,056	83	91	41,007	34	24,365
Remainder of County.....	16	261	4,485	75	10	11	3,012	5	983
Smervell County.....	***	***	***	***	***	***	***	***	***
Starr County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Stephens County.....	28	309	6,159	101	25	21	4,126	7	1,214
Breckenridge.....	27	(D)	(D)	(D)	(D)	25	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Sterling County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Stonewall County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Sutton County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Swisher County.....	23	320	6,558	115	23	5	456	18	6,677
Tarrant County.....	724	32,671	657,363	8,689	446	540	421,448	184	293,281
Arlington.....	20	332	7,710	121	9	13	3,828	7	2,127
Fort Worth.....	665	31,117	624,717	8,246	413	501	394,036	164	282,039
Halt City.....	3	49	1,192	16	5	3	368	***	***
River Oaks.....	***	***	***	***	***	***	***	***	***
Grand Prairie (part) ⁷	1	(D)	(D)	(D)	(D)	***	***	1	(D)
White Settlement.....	2	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	33	(D)	(D)	(D)	(D)	21	(D)	12	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Aransas Pass is in Aransas and San Patricio counties.

²Kilgore is in Gregg and Rusk counties.

³Amarillo is in Potter and Randall counties.

⁷Grand Prairie

10 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)				
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Taylor County.....	183	5+415	109,051	1+486	134	136	47	36+935
Abilene.....	168	5+153	103,394	1,377	118	128	40	35+464
Remainder of County.....	15	262	5+657	109	16	8	7	1+871
Terrell County.....	3	32	625	9	3	***	3	497
Terry County.....	25	267	5+858	81	25	11	14	3+287
Brownfield.....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	(D)	***	***
Throckmorton County.....	5	(D)	(D)	(D)	(D)	1	4	(D)
Titus County.....	25	319	6+429	148	12	16	9	5+365
Mount Pleasant.....	31	248	5+385	136	11	12	7	5+368
Remainder of County.....	4	31	593	12	1	4	***	***
Tom Green County.....	123	3+458	70+551	956	100	40+098	23	14+102
San Angelo.....	121	(D)	(D)	(D)	(D)	(D)	23	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	(D)	***	***
Travis County.....	212	7+633	150+515	1,919	139	161	51	58+251
Austin.....	200	7+537	148+479	1,887	127	153	47	56+033
Remainder of County.....	12	96	2+036	32	12	8	4	2+18
Trinity County.....	10	18	(2)	8	3	334	7	701
Tyler County.....	12	168	3+679	75	19	6	6	1+694
Upshur County.....	16	244	4+748	113	8	11	5	989
Gladeview (part)*.....	***	***	***	***	***	***	***	***
Remainder of County.....	16	244	4+748	113	8	11	5	989
Upton County.....	21	314	6+691	82	9	15	6	1+871
Uvalde County.....	23	316	6+164	139	18	13	10	2+855
Uvalde.....	17	294	5+617	129	13	10	7	2+399
Remainder of County.....	6	22	547	10	5	3	3	456
Val Verde County.....	19	233	4+920	85	10	12	7	3+262
Del Rio.....	19	233	4+920	85	10	12	7	3+262
Remainder of County.....	***	***	***	***	***	***	***	***
Van Zandt County.....	21	103	2+748	89	19	7	14	2+302
Victoria County.....	59	1+442	27+741	432	38	41	18	14+872
Victoria.....	52	(D)	(D)	(D)	(D)	36	16	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	2	(D)
Walker County.....	16	239	4+408	113	14	9	7	2+936
Huntville.....	12	(D)	(D)	(D)	(D)	7	8	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	2	(D)
Waller County.....	6	(D)	(D)	(D)	(D)	2	4	(D)
Ward County.....	30	572	10+990	135	19	22	8	2+161
Wheeler.....	28	(D)	(D)	(D)	(D)	20	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	***	***
Washington County.....	29	599	11+438	192	20	18	11	4+264
Brenham.....	28	(D)	(D)	(D)	(D)	18	10	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Webb County.....	80	1+251	22+274	515	72	63	17	8+650
Laredo.....	76	1+225	21+794	505	70	59	17	8+600
Remainder of County.....	4	26	10	26	2	4	***	***
Wharton County.....	52	847	18+542	314	40	32	20	17+688
Ed Camp.....	19	361	9+723	117	19	11	8	5+898
Remainder of County.....	33	486	8+821	197	21	21	12	11+800
Wheeler County.....	16	68	1+695	31	15	7	9	1+569
Wichita County.....	206	7+121	148,983	1,895	138	151	55	40+928
Wichita Falls.....	178	6+823	193,645	1,789	118	134	44	33+868
Remainder of County.....	28	298	5+338	106	20	17	11	7+130
Wilbarger County.....	37	390	8+012	145	32	20	17	8+641
Vernon.....	33	(D)	(D)	(D)	(D)	19	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	3	(D)
Willacy County.....	17	344	5+014	142	11	5	12	6+133
Raymondville.....	11	(D)	(D)	(D)	(D)	4	7	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	5	(D)
Willamson County.....	57	614	12+324	248	52	29	28	8+216
Taylor.....	24	326	5+896	106	28	17	9	5+185
Remainder of County.....	33	288	6+428	142	24	14	19	3+728
Wilson County.....	20	131	3+885	57	16	8	12	3+525
Winkler County.....	15	(D)	(D)	(D)	(D)	13	2	(D)
Kermit.....	14	(D)	(D)	(D)	(D)	13	1	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	***
Wise County.....	14	67	1+556	59	13	4	10	1+804

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Gladeview is in Gregg and Upshur counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wood County.....	21	291	5,616	123	18	10	6,193	11	4,005
Yosham County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Young County.....	32	842	8,627	110	17	19	8,758	13	3,925
Graham.....	19	292	5,845	78	7	12	6,578	7	2,503
Remainder of County.....	13	150	2,982	41	10	7	2,176	6	1,743
Zapata County.....	***	***	***	***	***	***	***	***	***
Zavala County.....	13	108	1,774	58	9	6	206	7	1,118
Crystal City.....	9	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

TEXAS (254 COUNTIES)

STANDARD METROPOLITAN AREAS

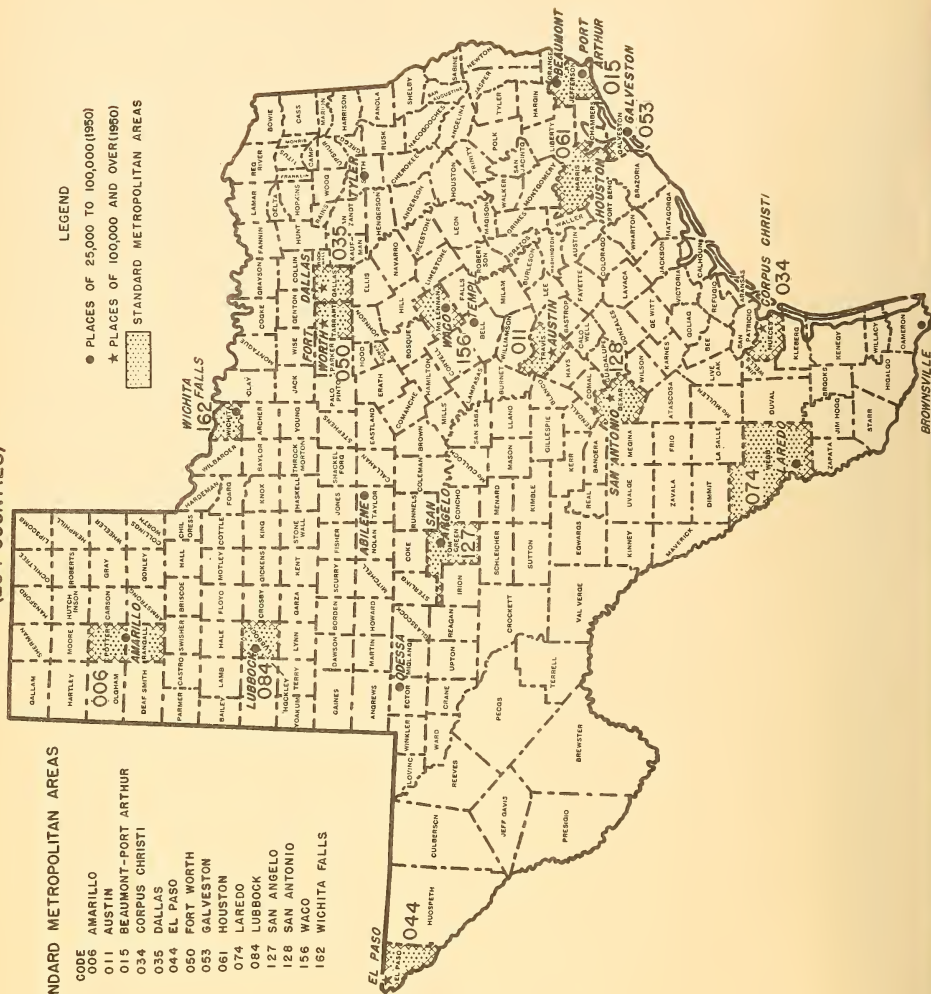
- CODE AMARILLO
 006 AUSTIN
 011 BEAUMONT-PORT ARTHUR
 015 CORPUS CHRISTI
 034 DALLAS
 044 EL PASO
 050 FORT WORTH
 053 GALVESTON
 061 HOUSTON
 074 LAREDO
 084 LUBBOCK
 127 SAN ANGELO
 128 SAN ANTONIO
 156 WACO
 152 WICHITA FALLS

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

■ STANDARD METROPOLITAN AREAS



1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-44

UTAH

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
Utah, total.....1954..	1,171	46,107	982,597	11,737	739	700	471	510,474
1948..	1,027	35,896	715,987	11,670	617	618	409	402,815
Beaver County.....	3	0	(Z)	2	4	***	3	531
Box Elder County.....	24	164	71070	77	15	7	17	41341
Brigham City.....	8	38	789	15	6	346	5	748
Remainder of County.....	16	126	61281	62	9	4	12	31593
Cache County.....	35	614	141046	191	28	20	15	71909
Logan.....	25	407	91234	131	19	16	9	31025
Remainder of County.....	10	207	41812	60	9	4	6	41886
Carbon County.....	24	307	61971	112	26	15	9	21825
Priceland.....	18	(D)	(D)	(D)	(D)	11	7	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	2	(D)
Daguerre County.....	***	***	***	***	***	***	***	***
DeVils County.....	27	894	201221	271	18	11	16	351065
Bountiful.....	9	(D)	(D)	(D)	(D)	7	2	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	4	14	(D)
Duchesne County.....	11	(D)	(D)	(D)	(D)	2	9	(D)
Emery County.....	4	(D)	(D)	(D)	(D)	1	3	(D)
Garfield County.....	2	(D)	(D)	(D)	(D)	***	2	(D)
Grand County.....	9	149	31791	49	5	4	5	11925
Iron County.....	19	195	31319	53	25	11	8	11970
Cedar City.....	17	(D)	(D)	(D)	(D)	10	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	1	(D)
Juab County.....	11	(D)	(D)	(D)	(D)	2	9	(D)
Kane County.....	4	(D)	(D)	(D)	(D)	1	3	(D)
Millard County.....	13	(D)	(D)	(D)	(D)	1	12	(D)
Morgan County.....	3	36	720	9	2	***	3	222
Plute County.....	1	(D)	(D)	(D)	(D)	***	1	(D)
Rich County.....	***	***	***	***	***	***	***	***
Salt Lake County.....	703	351723	7261986	81546	375	481	222	294116
Murray.....	11	206	41158	58	3	7	4	11093
Salt Lake City.....	635	341170	6901699	81093	320	433	202	2801886
South Salt Lake.....	(D)	(D)	(D)	(D)	(D)	15	2	(D)
Remainder of County.....	40	(D)	(D)	(D)	(D)	26	14	(D)
San Juan County.....	2	(D)	(D)	(D)	(D)	***	2	(D)
Sanpete County.....	12	(D)	(D)	(D)	(D)	1	11	(D)
Sevier County.....	22	391	91989	228	14	10	12	101371
Summit County.....	6	***	***	***	6	***	6	607
Tooele County.....	12	(D)	(D)	(D)	(D)	2	10	(D)
Tooele.....	6	(D)	(D)	(D)	(D)	2	4	(D)
Remainder of County.....	6	***	***	***	(D)	***	6	(D)
Uintah County.....	16	171	41008	45	8	7	9	21113
Utah County.....	76	21385	411140	719	53	43	33	221155
American Fork.....	5	96	11839	29	2	***	5	21359
Orem.....	5	(D)	(D)	(D)	(D)	4	1	(D)
Provo.....	40	11864	261558	478	28	21150	12	81110
Spanish Fork City.....	6	90	11801	59	5	3	3	21818
Springville.....	7	108	11736	30	4	4	3	11145
Remainder of County.....	13	(D)	(D)	(D)	(D)	4	9	(D)
Wasatch County.....	8	26	(Z)	7	5	3	5	572
Washington County.....	9	177	31223	47	8	4	5	11364
Wayne County.....	1	(D)	(D)	(D)	(D)	1	***	***
Weber County.....	114	41436	881744	11207	78	73	41	1101712
Ogden.....	106	(D)	(D)	(D)	(D)	69	37	991204
Remainder of County.....	8	(D)	(D)	(D)	(D)	4	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

UTAH (29 COUNTIES)

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)



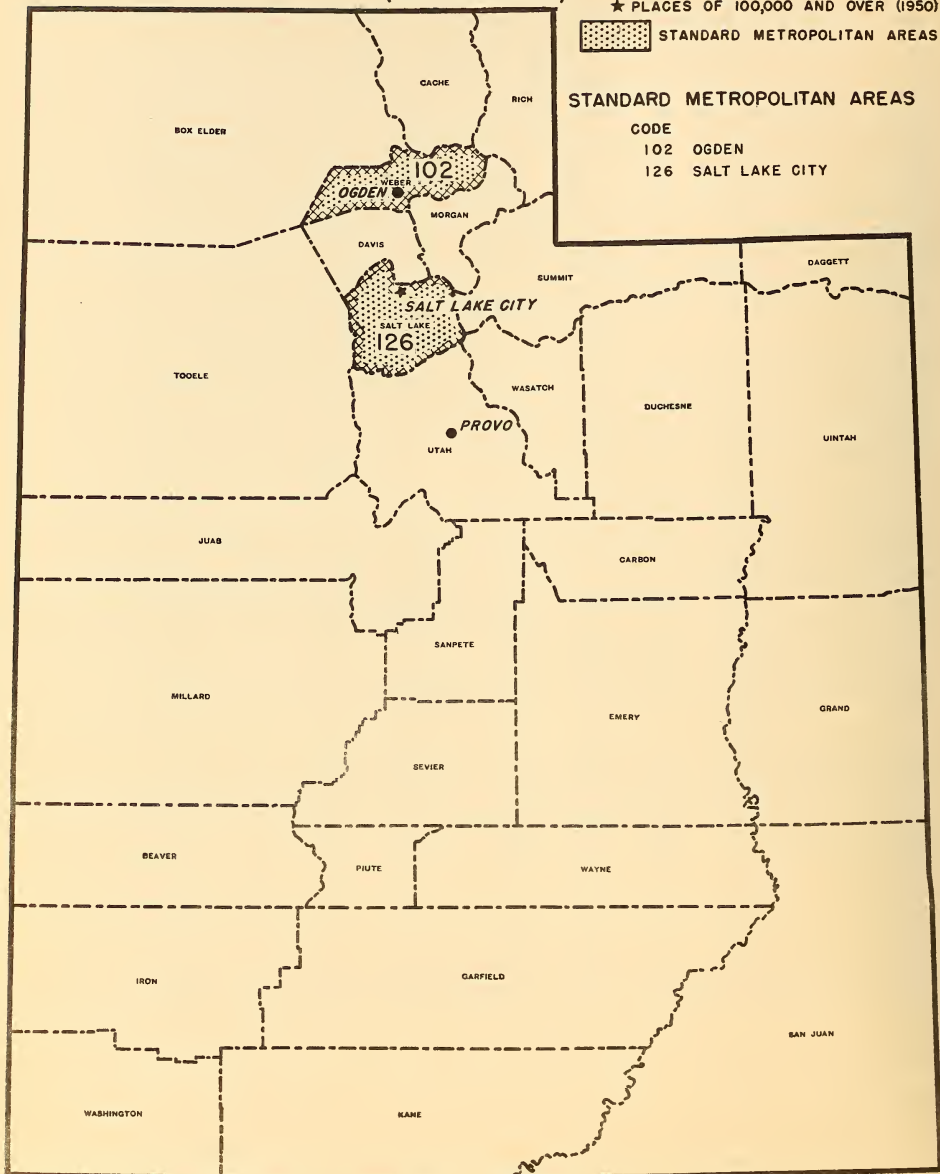
STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

CODE

102 OGDEN

126 SALT LAKE CITY



U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. The cost of each report is 10 cents.

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18269

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

December 1955

Series: FW-1-45

VERMONT

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Vermont, total.....1954..	424	12,097	221,887	3,331	214	270	96,140	145	85,785	
1948..	338	8,646	155,370	2,918	167	208	78,157	130	59,053	
Addison County.....	6	(D)	(D)	(D)	(U)	1	(U)	5	(U)	
Bennington County.....	21	296	41,057	63	12	13	11,277	8	3,107	
Bennington.....	15	132	21,561	42	11	10	674	5	2,115	
Remainder of County.....	6	76	14,995	21	1	3	903	3	1,400	
Caledonia County.....	24	770	161,311	445	12	14	71,601	5	21,112	
St. Johnsbury.....	16	(D)	(D)	(D)	(D)	14	(D)	4	(D)	
Remainder of County.....	8	(D)	(D)	(D)	(U)	5	(U)	1	(U)	
Chittenden County.....	111	41,820	981,521	11,459	55	70	361,771	33	45,108	
Burlington.....	52	44,503	921,037	11,168	43	67	351,136	25	261,363	
Winooski.....	2	(U)	(D)	(D)	(U)	2	(U)	***	***	
Remainder of County.....	17	(D)	(D)	(D)	(D)	9	(D)	6	(D)	
Essex County.....	3	(D)	(D)	(D)	(U)	1	(U)	2	(U)	
Franklin County.....	26	485	6,787	118	16	14	4,352	12	7,470	
St. Albans.....	10	154	2,878	44	6	6	2,780	4	1,161	
Remainder of County.....	16	331	3,909	74	10	8	1,572	8	6,309	
Grand Isle County.....	2	(D)	(U)	(D)	(U)	***	***	2	(U)	
Lamoille County.....	8	(D)	(D)	(D)	(D)	3	(D)	5	(D)	
Orange County.....	9	84	1,604	32	8	5	273	4	401	
Orleans County.....	21	254	41,554	52	11	6	11,177	12	6,107	
Newport.....	12	(U)	(D)	(D)	(D)	7	(D)	5	(D)	
Remainder of County.....	9	(D)	(D)	(D)	(U)	1	(U)	6	(U)	
Rutland County.....	63	1,511	281,992	427	26	20	147,792	13	21,100	
Rutland.....	33	(D)	(D)	(D)	(D)	41	(D)	12	(D)	
Remainder of County.....	16	(U)	(D)	(D)	(U)	4	(U)	1	(U)	
Washington County.....	61	1,852	27,115	406	31	44	11,267	17	7,152	
Barre.....	25	104	131,119	201	9	16	61,058	6	4,058	
Montpelier.....	27	(D)	(D)	(D)	(D)	20	(D)	7	(D)	
Remainder of County.....	6	(U)	(D)	(D)	(D)	6	(U)	2	(D)	
Windham County.....	28	640	151,570	233	16	19	71,992	9	4,057	
Windsor County.....	41	1,235	251,721	344	15	24	111,429	17	7,714	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

VERMONT
(14 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950) - *NONE*

 STANDARD METROPOLITAN AREAS - *NONE*

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18124

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-46

VIRGINIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Virginia, total.....1954.....	3,364	134,659	2,710,802	41,150	1,821	2,212	1,249,288	1,152	1,424,438
.....1963.....	2,863	96,230	1,980,063	38,549	1,715	1,670	926,177	1,193	1,013,127
Accomack County.....	50	818	20,764	493	36	33	6,217	17	8,585
Albemarle County.....	18	400	8,049	170	15	10	3,020	8	7,930
Alleghany County.....	6	105	2,650	40	1	3	516	3	847
Amelia County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Ashurst County.....	3	62	1,287	21	4	3	1,488	***	***
Appomattox County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Arlington County.....	57	2,871	53,163	679	22	44	19,130	13	37,991
Augusta County.....	13	362	6,552	128	12	9	3,432	4	5,940
Bath County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Bedford County.....	19	304	6,038	120	6	11	3,264	8	2,767
Bland County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Botetourt County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Brunswick County.....	7	63	1,942	44	4	3	2,663	4	2,212
Buchanan County.....	17	406	8,448	102	9	13	4,513	4	1,596
Buckingham County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Campbell County.....	23	262	6,469	165	19	12	2,893	11	6,889
Caroline County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Carroll County.....	7	96	1,167	37	10	4	634	3	702
Charles City County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Charlotte County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Chesterfield County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Clarke County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Craig County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Culpeper County.....	18	205	4,314	87	10	9	4,637	9	4,073
Cumberland County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Dickenson County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	(D)
Dismal County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Essex County.....	8	92	1,302	53	3	5	821	3	1,774
Fairfax County.....	24	920	18,044	215	18	19	8,404	5	1,794
Fauquier County.....	16	382	7,957	129	7	8	3,310	8	5,874
Floyd County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Fluvanna County.....	6	17	(Z)	6	5	3	164	3	747
Franklin County.....	8	73	1,908	36	3	3	248	5	2,447
Frederick County.....	20	389	7,714	155	11	9	2,478	11	8,932
Giles County.....	7	61	1,416	32	5	3	486	4	2,045
Gloucester County.....	16	225	6,117	170	12	13	3,220	3	1,176
Goodland County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Grayson County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Greene County.....	***	***	***	***	***	***	***	***	***
Greensville County.....	23	347	5,976	112	16	11	(D)	12	(D)
Emporia.....	22	346	5,959	111	15	10	(D)	12	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Halifax County.....	25	274	6,454	167	20	8	1,614	17	13,889
South Boston.....	18	229	5,605	145	13	4	895	14	12,781
Remainder of County.....	7	45	769	22	7	4	719	3	1,108
Manover County.....	10	145	3,102	47	4	7	468	3	3,309
Henrico County.....	28	1,601	33,029	365	13	18	6,964	10	17,218
Henry County.....	20	299	6,635	89	17	10	2,046	10	4,935
Highland County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Isle of Wight County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
James City County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
King and Queen County.....	***	***	***	***	***	***	***	***	***	
King George County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
King William County.....	8	113	2+131	34	5	3	1+866	5	1+924	
Lancaster County.....	23	123	3+724	135	23	17	1+665	6	1+639	
Lee County.....	11	102	1+904	44	6	7	1+141	4	3+257	
Loudoun County.....	13	184	4+616	88	9	5	948	8	4+226	
Louisa County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)	
Lunenburg County.....	12	227	5,740	211	10	5	3+232	7	5,591	
Madison County.....	***	***	***	***	***	***	***	***	***	
Mathews County.....	6	39	748	18	3	3	249	3	894	
Mecklenburg County.....	33	455	12+837	383	27	14	2+936	19	9+915	
Middlesex County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)	
Montgomery County.....	9	149	2+590	72	4	6	1+221	3	3+205	
Mussumb County.....	20	530	15+345	404	14	11	5+950	9	3+369	
Nelson County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)	
New Kent County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
Norfolk County.....	16	718	16+717	257	9	10	1+695	6	7+312	
Northampton County.....	24	361	7+818	282	18	14	2+946	10	4+300	
Northumberland County.....	18	293	8+721	249	15	13	1+650	5	1+314	
Nottoway County.....	14	339	7+534	120	5	4	3+171	10	3+818	
Orange County.....	11	162	3+223	63	5	6	1+823	5	5+105	
Page County.....	9	121	2+370	42	6	4	1+788	5	1+144	
Patrick County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Pittsylvania County.....	11	318	6+486	136	4	5	(D)	6	(D)	
Powhatan County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
Prince Edward County.....	29	491	6+551	153	27	18	6+711	11	4+253	
Prince George County.....	***	***	***	***	***	***	***	***	***	
Prince William County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)	
Princess Anne County.....	12	292	6,396	89	4	7	2+511	5	951	
Pulaski County.....	17	358	7+126	130	11	12	4+898	5	3+542	
Pulaski.....	15	341	6+801	119	10	11	(D)	4	(D)	
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Rappahannock County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)	
Richmond County.....	19	414	9,088	154	9	14	2,712	5	1+282	
Roanoke County.....	25	602	11+005	172	12	17	5+043	8	5+631	
Salem.....	11	312	5+734	80	6	1+276	6	4+281	3	1+350
Remainder of County.....	14	290	6+171	92	6	11	4+769	3	1+350	
Rockbridge County.....	14	265	6+188	104	8	8	3+595	6	2+174	
Lexington.....	7	224	5+131	75	2	4	3+280	3	1+113	
Remainder of County.....	7	41	1+057	29	6	4	315	3	1+061	
Rockingham County.....	35	1+530	29+222	563	15	18	6+364	17	20+109	
Russell County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Scott County.....	6	60	949	24	5	3	510	3	2+076	
Shenandoah County.....	18	215	4+144	89	8	8	1+479	10	2+984	
Smyth County.....	18	303	6+723	151	8	13	4+268	5	1+801	
Warren.....	12	200	4+390	67	6	9	(D)	3	(D)	
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)	
Southampton County.....	17	620	12+598	272	10	10	7+649	7	6+343	
Spotsylvania County.....	9	314	5+573	88	3	4	1+139	5	2+874	
Stafford County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Stuart County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)	
Sumner County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. . . Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Tazewell County.....	33	1,170	25,219	347	17	18	9,002	15	23,363
Warren County.....	21	376	7,235	165	10	15	3,241	6	6,337
Frank Royal.....	16	266	5,166	113	10	12	(D)	4	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Washington County.....	26	586	11,210	295	10	11	7,397	15	16,203
Westmoreland County.....	6	55	3,042	40	5	3	571	3	666
Wise County.....	23	621	12,354	225	26	19	11,981	4	3,017
Big Stone Gap.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	18	506	9,922	181	21	15	(D)	3	(D)
Wythe County.....	22	422	7,389	136	16	15	6,936	7	3,949
Wytheville.....	17	292	4,863	100	13	12	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
York County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
INDEPENDENT CITIES									
Alexandria.....	61	2,085	38,720	519	25	49	15,198	12	26,059
Bristol.....	49	1,695	36,127	498	25	35	17,201	14	11,228
Buena Vista.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Charlotteville.....	49	1,163	23,519	358	21	33	10,329	16	5,795
Clifton Forge.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Colonial Heights.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Covington.....	8	128	2,239	47	4	3	975	5	1,991
Danville.....	93	4,415	106,647	2,598	54	55	49,563	38	76,292
Falls Church.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Fredericksburg.....	28	707	14,321	211	19	16	6,331	12	10,000
Hampton.....	42	1,064	18,668	428	28	35	10,262	7	3,222
Harrisonburg.....	38	943	17,548	312	26	30	9,013	8	8,583
Hopewell.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Lynchburg.....	114	4,808	87,646	1,291	58	77	43,903	37	39,867
Marionville.....	24	469	8,020	141	16	14	4,456	10	9,590
Newport News.....	74	2,760	50,273	862	29	53	24,807	21	19,360
Norfolk.....	452	23,240	448,663	6,024	237	344	259,114	108	150,411
Petersburg.....	48	1,977	37,987	576	20	35	14,653	13	12,585
Portsmouth.....	52	2,415	46,020	727	35	42	21,156	10	13,022
Radford.....	10	246	4,561	66	2	6	3,175	4	2,685
Richmond.....	650	41,011	823,041	9,910	270	429	387,052	221	515,869
Roanoke.....	218	11,402	223,883	2,941	94	152	99,417	66	68,332
South Norfolk.....	15	2,056	39,129	548	8	5	2,056	10	35,248
Staunton.....	30	1,165	30,270	404	13	17	7,203	13	16,344
Suffolk.....	35	2,174	56,592	1,232	21	23	10,831	12	30,361
Virginia Beach.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Warwick.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Waynesboro.....	13	362	6,881	114	9	9	5,648	4	699
Williamsburg.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Winchester.....	43	1,333	26,995	491	21	27	10,072	16	7,609
Galax.....	14	292	5,492	106	7	7	2,366	7	5,370
Norton.....	15	348	95	5,660	9	6	3,276	6	5,827

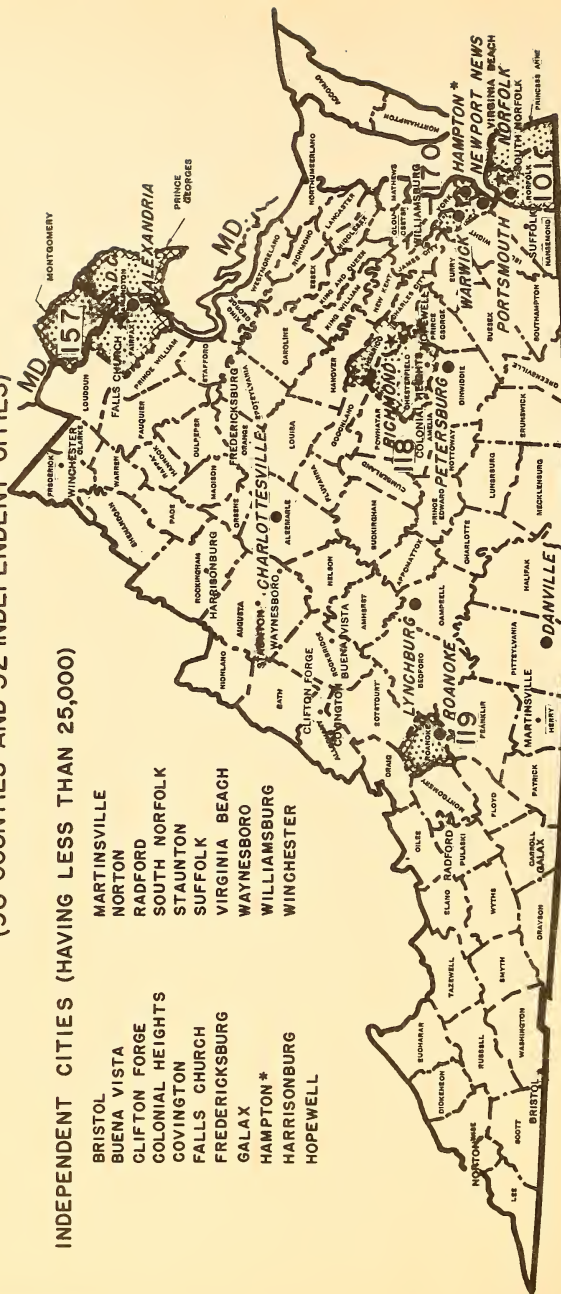
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

VIRGINIA

(98 COUNTIES AND 32 INDEPENDENT CITIES)

INDEPENDENT CITIES (HAVING LESS THAN 25,000)

BRISTOL
BUENA VISTA
CLIFTON FORGE
COLONIAL HEIGHTS
COVINGTON
FALLS CHURCH
FREDERICKSBURG
GALAX
HAMPTON *
HARRISONBURG
HOPEWELL
MARTINSVILLE
NORTON
RADFORD
SOUTH NORFOLK
STAUNTON
SUFFOLK
VIRGINIA BEACH
WAYNESBORO
WILLIAMSBURG
WINCHESTER



STANDARD METROPOLITAN AREAS

CODE

101 NORFOLK-PORTSMOUTH
118 RICHMOND
119 ROANOKE
157 WASHINGTON, D. C.
170 HAMPTON-NEWPORT NEWS - WARWICK

LEGEND

- PLACES HAVING LESS THAN 25,000 (1950)
- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

* HAMPTON OFFICIALLY REDEFINED ON JULY 1, 1952 TO CONSIST OF FORMER INDEPENDENT CITY OF HAMPTON AND FORMER ELIZABETH CITY COUNTY.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-47

WASHINGTON

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Washington, total.....1954.. 1948..	4,651 3,782	200,711 139,520	4,130,082 2,867,788	48,560 44,062	2,615 2,290	2,789 2,091	1,696,104 1,225,483	1,862 1,691	1,735,297 1,336,332
Adams County.....	43	321	6,197	74	21	6	1,877	37	9,487
Asotin County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Clarkston.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	51	***	***	***	***	***	***	***	***
Benton County.....	51	1,077	21,464	249	24	20	4,260	31	14,071
Kennewick.....	26	642	12,454	143	12	16	3,731	10	4,510
Remainder of County.....	25	435	9,010	106	12	6	529	21	9,561
Chelan County.....	109	6,456	170,657	3,091	60	43	23,228	66	57,078
Wenatchee.....	66	3,421	74,732	1,187	36	33	16,026	33	30,631
Remainder of County.....	43	3,035	95,925	1,904	24	10	7,202	33	26,447
Clallam County.....	49	667	12,811	158	40	29	5,314	20	7,405
Port Angeles.....	32	510	9,883	123	27	23	4,450	9	5,355
Remainder of County.....	17	157	2,928	35	13	6	804	11	2,050
Clark County.....	73	2,731	53,330	535	50	46	86,272	27	11,668
Vancouver.....	25	4,570	50,040	480	38	34	85,111	17	8,507
Remainder of County.....	18	161	3,290	55	16	8	1,161	10	3,137
Columbia County.....	6	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Coville County.....	60	965	22,191	246	52	38	7,439	22	7,111
Kelso.....	17	129	2,950	45	19	11	1,087	6	1,492
Longview.....	30	651	14,908	153	21	21	5,194	9	3,601
Remainder of County.....	13	185	3,333	48	12	6	1,158	7	2,018
Douglas County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Ferry County.....	4	7	(Z)	2	4	***	***	4	1,185
Franklin County.....	40	828	17,639	208	22	18	5,049	22	17,021
Pasco.....	27	(D)	(D)	(D)	(D)	16	(D)	11	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Garfield County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Grant County.....	74	1,567	32,783	517	34	26	7,387	48	16,490
Greys Harbor County.....	71	1,655	32,657	426	47	45	12,836	26	11,862
Aberdeen.....	37	992	19,661	242	29	31	9,426	6	3,752
Hoquiam.....	12	455	9,229	130	8	7	3,262	5	3,463
Remainder of County.....	22	208	3,767	54	10	7	312	15	4,667
Island County.....	11	48	1,001	19	8	3	257	8	1,373
Jefferson County.....	10	59	1,131	11	6	3	320	7	1,011
Port Townsend.....	9	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
King County.....	1,937	108,022	2,202,338	23,012	992	1,293	858,393	644	1,089,652
Auburn.....	8	81	1,629	21	3	5	655	3	1,057
Benton.....	17	679	12,797	121	12	14	4,242	3	1,378
Seattle.....	1,814	104,676	2,135,536	22,270	894	1,217	839,916	571	1,033,224
Remainder of County.....	98	2,586	52,376	591	83	37	13,580	41	48,487
Kitsap County.....	62	1,353	29,654	333	38	39	9,774	23	10,275
Bremerton.....	37	968	17,813	225	19	27	7,885	10	4,318
Remainder of County.....	25	385	7,841	108	19	12	1,889	13	5,957
Kittitas County.....	38	405	9,385	199	24	15	2,635	23	5,681
Ellensburg.....	23	314	6,746	144	16	12	2,454	11	3,489
Remainder of County.....	15	91	2,619	55	8	5	176	12	1,792
Klickitat County.....	20	191	4,214	57	12	5	3,036	15	5,032
Lewis County.....	63	1,016	21,384	279	52	36	11,462	27	8,911
Centralia.....	20	316	7,253	66	8	10	1,175	4	1,276
Chehalis.....	20	595	12,201	144	12	16	8,251	4	3,110
Remainder of County.....	23	206	5,061	94	26	8	1,210	15	4,435
Lincoln County.....	60	625	9,540	141	28	9	5,399	51	13,767
Mason County.....	23	229	4,600	84	17	14	1,360	9	1,781
Shelton.....	10	158	2,567	44	5	5	687	5	1,334
Remainder of County.....	13	71	2,033	40	12	9	673	4	447
Okanogan County.....	55	1,114	31,527	756	31	12	3,279	43	16,803
Pacific County.....	27	264	4,870	87	26	11	1,375	16	3,059
Pend Oreille County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Pierce County.....	369	19,345	410,667	4,718	198	289	201,272	50	72,252
Puyallup.....	15	316	7,253	66	8	10	1,175	4	1,276
Tacoma.....	298	17,856	384,322	4,309	144	242	190,010	56	55,673
Remainder of County.....	56	1,173	19,032	343	46	37	9,517	19	13,961
San Juan County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)				
Skagit County.....	57	1,747	28,457	378	37	32	25	8,799
Anacortes.....	8	(D)	(D)	(D)	(D)	2	6	(D)
Mount Vernon.....	25	826	9,925	130	13	17	8	3,326
Remainder of County.....	24	(D)	(D)	(D)	(D)	13	11	(D)
Skamania County.....	7	(D)	(D)	(D)	(D)	2	5	(D)
Snohomish County.....	130	3,393	72,887	823	79	83	47	18,125
Everett.....	73	1,992	42,651	489	43	56	17	11,049
Remainder of County.....	57	1,401	30,236	334	36	27	30	7,076
Spokane County.....	53	25,253	509,528	5,661	270	354	149	186,432
Spokane.....	446	24,226	469,510	5,619	227	325	121	137,221
Remainder of County.....	7	1,025	20,014	442	43	29	28	9,211
Stevens County.....	23	69	1,491	26	20	3	20	2,810
Thurston County.....	60	1,314	27,029	318	34	40	20	7,494
Olympia.....	48	1,193	24,612	278	26	31	17	7,070
Remainder of County.....	12	121	2,417	40	8	9	3	424
Wahkiakum County.....	4	(D)	(D)	(D)	(D)	3	1	(D)
Walla Walla County.....	90	2,925	44,066	606	39	42	48	17,894
Walla Walla.....	60	2,110	39,071	513	29	33	27	6,626
Remainder of County.....	30	315	4,995	93	10	9	21	11,270
Whatcom County.....	99	3,186	67,745	741	69	62	37	17,360
Bellingham.....	74	2,935	65,482	665	52	53	21	13,125
Remainder of County.....	25	251	4,263	76	17	9	16	4,235
Whitman County.....	88	1,276	23,192	332	49	24	64	15,764
Pullman.....	12	234	3,119	52	6	5	7	2,790
Remainder of County.....	76	1,042	20,073	280	39	19	57	13,034
Yakima County.....	286	12,764	241,305	4,042	186	139	191	110,501
Toppenish.....	14	159	3,141	74	14	7	7	7,105
Yakima.....	157	7,382	139,319	2,206	86	89	68	62,902
Remainder of County.....	115	4,823	98,845	1,762	86	39	76	40,194

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

WASHINGTON STATE

ORE.

ORE.

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)
 * PLACES OF 10,000 TO 25,000 (1950)
 + PLACES OF 5,000 TO 10,000 (1950)

112 PORTLAND, OREGON
 135 SEATTLE
 140 SPOKANE

METROPOLITAN AREAS

CODE

CODE

112 PORTLAND, OREGON

135 SEATTLE

140: SPOKANE

148 TACOMA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)

- ★ PLACES OF 100,000 AND OVER (1950)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|
- ☐ Public Merchandise Warehouses
☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-48

WEST VIRGINIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
West Virginia, total.....1954..	1,824	67,411	1,358,291	17,891	848	1,341	550,524	487	1,516,294
.....1948..	1,638	54,917	1,050,657	17,162	736	1,151	564,468		496,185
Barbour County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Berkeley County.....	35	388	81,175	187	27	26	6,738	9	2,925
Martinsburg.....	27	(D)	(D)	(D)	(D)	20	(D)	7	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Boone County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Braxton County.....	13	135	2,708	51	8	8	1,361	5	2,765
Brooke County.....	16	(D)	(D)	(D)	(D)	16	(D)	2	(D)
Weirton (part).....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Wellburg.....	7	(D)	(D)	(D)	(D)	7	(D)	...	...
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Cabell County.....	245	11,009	225,846	2,767	115	181	86,834	64	102,251
Huntington (part).....	239	(D)	(D)	(D)	(D)	176	(D)	63	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Calhoun County.....	...	...	...	...	...	...	...	...	...
Clay County.....	...	...	...	...	...	...	...	...	...
Doddridge County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Fayette County.....	26	1,677	27,166	313	11	20	2,382	6	13,330
Giles County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Grant County.....	15	172	3,412	80	9	9	3,920	6	1,778
Greenbrier County.....	29	524	12,630	201	19	23	4,109	6	4,460
Hampshire County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Hancock County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Weirton (part).....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hardy County.....	7	97	1,204	42	5	4	3,210	3	3,493
Harrison County.....	131	4,721	97,729	1,267	46	90	37,284	41	40,438
Clarksburg.....	111	4,002	83,310	1,063	37	77	32,314	34	35,411
Remainder of County.....	20	719	14,419	204	9	13	4,974	7	5,027
Jackson County.....	12	86	1,419	42	3	7	1,498	5	760
Jefferson County.....	12	223	4,750	94	6	5	545	7	5,088
Kanawha County.....	320	18,466	372,660	4,267	95	243	137,798	77	79,808
Charleston.....	271	16,803	335,554	3,844	73	209	129,589	62	69,523
Dunbar.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
St. Albans.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
South Charleston.....	11	277	5,284	65	3	7	932	4	1,795
Remainder of County.....	29	1,302	29,958	332	13	21	6,586	8	7,640
Lewis County.....	16	359	6,352	135	11	11	3,873	5	2,968
Weston.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lincoln County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Logan County.....	36	1,835	36,150	472	16	25	13,698	11	6,717
Logan.....	18	1,018	20,085	271	6	13	2,168	5	3,127
Remainder of County.....	18	796	16,095	201	10	12	4,153	6	3,500
McDowell County.....	30	779	15,557	231	13	24	8,175	6	3,334
Welch.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	13	(D)	5	(D)
Marion County.....	60	1,416	29,391	441	36	47	14,703	13	8,192
Fairmont.....	48	(D)	(D)	(D)	(D)	36	(D)	12	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Marshall County.....	15	187	3,212	81	10	9	2,340	6	3,545
Moundsville.....	12	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Mason County.....	9	120	2,170	50	6	5	933	4	2,335
Mercer County.....	113	4,690	89,507	1,207	48	69	43,277	34	36,399
Bluefield.....	79	(D)	(D)	(D)	(D)	46	(D)	33	(D)
Princeton.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)
Remainder of County.....	9	163	3,390	55	6	9	2,192	...	...
Mineral County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Keyser.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Mingo County.....	36	1,457	31,250	359	13	28	13,311	8	4,246
Williamson.....	14	(D)	(D)	(D)	(D)	18	(D)	6	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Not comparable with information in 1948 and previous wholesale Census publications due to differences in reporting sales offices of steel companies. *Weirton is in Brooke and Hancock counties. *Huntington is in Cabell and Wayne counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid ¹ employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll	Employees						
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Monmouth.....	61	11150	231879	354	32	46	101848	15	11150	
Morgantown.....	53	996	191416	306	30	42	101612	11	61574	
Remainder of County.....	8	154	41463	48	2	4	236	4	41582	
Monroe County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)	
Morgan County.....	8	77	11475	30	2	5	573	3	11245	
Nicholas County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)	
Richwood.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)	
Ohio County.....	145	8131	1521021	21042	70	141	711746	44	531958	
Wheeling.....	180	(D)	(D)	(D)	(D)	139	(D)	41	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)	
Pendleton County.....	8	71	11446	56	6	4	11802	4	11694	
Pleasants County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Pocahontas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)	
Preston County.....	14	183	31470	92	9	11	21653	3	21109	
Putnam County.....	5	20	551	10	7	5	543	***	***	
Raleigh County.....	76	21552	55135	769	40	61	211863	15	161594	
Beatty.....	52	1164	31100	455	26	41	12159	11	81130	
Remainder of County.....	24	988	211245	314	14	20	81924	4	81464	
Randolph County.....	32	557	101882	198	21	21	51707	11	41351	
Elkins.....	29	536	101443	192	19	21	51707	8	31031	
Remainder of County.....	3	21	(2)	6	2	***	***	3	11320	
Ritchie County.....	11	125	21194	65	9	7	11915	4	789	
Roane County.....	13	152	31050	69	6	9	11902	4	21308	
Summers County.....	10	124	21752	57	8	7	677	3	11966	
Hinton.....	4	98	11989	42	4	3	393	3	11966	
Remainder of County.....	4	26	763	15	4	4	284	***	***	
Taylor County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Grafton.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)	
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
Tucker County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Tyler County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Upshur County.....	14	263	51839	110	7	11	21627	3	11064	
Buckhannon.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	
Wayne County.....	9	436	81622	107	2	6	11915	3	91367	
Huntington (part) ²	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)	
Webster County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)	
Wetzel County.....	15	114	21109	48	12	9	11759	6	750	
Wirt County.....	***	***	***	***	***	***	***	***	***	
Wood County.....	69	41034	791416	11078	33	68	201781	21	161927	
Parkersburg.....	76	(D)	(D)	(D)	(D)	59	(D)	19	(D)	
Vienna.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***	
Remainder of County.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)	
Wyoming County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)	

Standard Notes: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

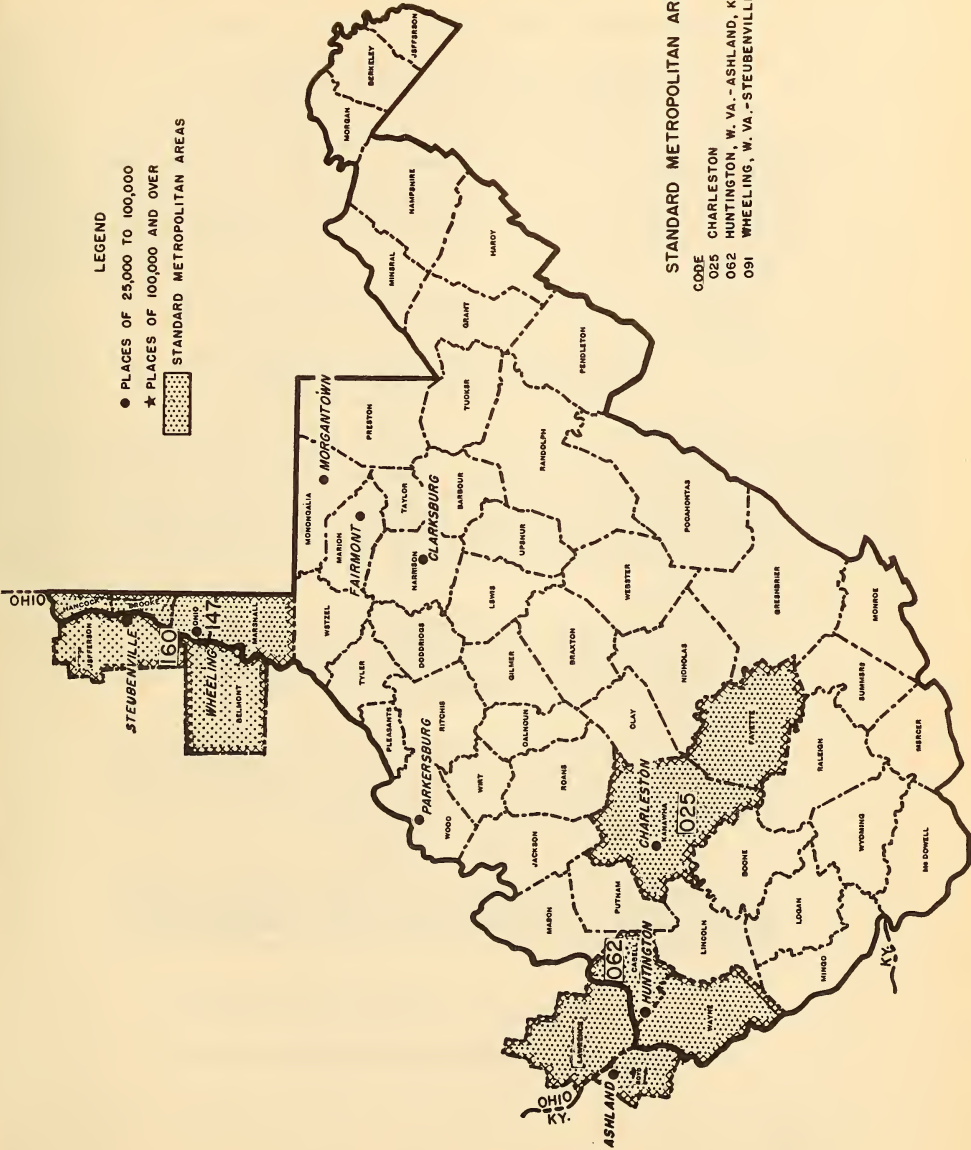
XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

²Huntington is in Cabell and Wayne counties.

**WEST VIRGINIA
(55 COUNTIES)**



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

Retail Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Central Business District Bulletins
- ☐ Census Volumes

Wholesale Trade

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

Selected Service Trades

- ☐ Area Bulletins
- ☐ Subject Bulletins
- ☐ Trade Bulletins
- ☐ Census Volumes

- ☐ Public Merchandise Warehouses
- ☐ 1954 Census of Business—Puerto Rico

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18544

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-49

WISCONSIN

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wisconsin, total.....1954.. 1948..	5,604 4,596	195,771 131,957	3,897,162 2,509,303	47,168 39,919	2,996 2,461	3,285 2,508	1,606,826 1,369,787	2,319 2,088	1,949,125 1,352,480
Adams County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Ashland County.....	33	598	114,662	140	14	16	7,280	17	4,036
Ashland.....	26	557	106,777	127	10	13	6,555	13	3,696
Remainder of County.....	7	41	7,885	13	4	3	725	4	385
Barron County.....	68	975	18,618	300	43	33	87,795	35	157,289
Rice Lake.....	28	359	75,993	119	19	20	6,661	8	2,073
Remainder of County.....	40	616	11,025	181	24	13	2,134	27	13,176
Bayfield County.....	11	60	1,107	21	10	3	367	8	824
Brown County.....	222	9,550	191,017	2,174	107	152	90,311	70	98,631
De Pere.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Green Bay.....	185	8,894	179,393	1,997	91	135	81,907	50	86,889
Remainder of County.....	31	(D)	(D)	(D)	(D)	13	(D)	18	(D)
Buffalo County.....	17	117	2,653	41	11	5	358	12	2,824
Burnett County.....	15	(D)	(D)	(D)	(D)	6	(D)	9	(D)
Calumet County.....	24	370	9,135	142	15	8	1,715	16	5,169
Chippewa County.....	52	548	11,924	200	28	25	7,253	27	4,749
Chippewa Falls.....	20	207	4,839	71	9	13	1,774	7	1,451
Eau Claire (part).....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	12	(D)	19	(D)
Clark County.....	60	635	12,368	194	33	20	16,886	40	7,851
Columbia County.....	55	1,095	20,350	392	31	28	13,242	27	7,259
Portage.....	23	836	14,834	288	12	17	11,914	6	1,610
Remainder of County.....	32	259	5,516	106	19	11	1,328	21	5,646
Crawford County.....	23	203	3,995	53	15	10	2,148	13	3,253
De Soto.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Dane County.....	308	12,967	266,361	3,073	140	188	109,361	120	86,588
Madison.....	227	11,207	231,272	2,617	82	162	101,419	65	66,593
Remainder of County.....	81	1,760	35,089	456	58	26	7,942	55	19,995
Dodge County.....	64	1,127	25,186	321	47	27	5,199	37	16,046
Waupun (part).....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Waupun (part).....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	62	(D)	(D)	(D)	(D)	25	(D)	37	(D)
Dor County.....	21	244	5,943	73	13	9	2,165	12	2,843
Sturgeon Bay.....	14	(D)	(D)	(D)	(D)	8	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Douglas County.....	67	2,164	60,615	726	37	51	97,951	16	5,178
Superior.....	55	(D)	(D)	(D)	(D)	46	(D)	9	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Dunn County.....	30	269	5,568	94	23	8	7,732	22	3,222
Menomonie.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Eau Claire County.....	102	4,101	77,475	1,081	32	71	40,599	31	37,036
Eau Claire (part).....	90	(D)	(D)	(D)	(D)	66	(D)	24	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Florence County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Fond Du Lac County.....	115	3,296	66,531	816	56	65	30,901	50	19,520
Fond Du Lac.....	73	2,788	55,965	650	28	52	29,739	21	10,461
Ripon.....	11	177	3,710	49	9	3	195	8	3,421
Waupun (part).....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	8	(D)	18	(D)
Forest County.....	11	42	887	15	8	5	306	6	1,021
Grant County.....	75	635	11,212	198	48	21	5,327	54	20,829
Platteville.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Remainder of County.....	64	(D)	(D)	(D)	(D)	18	(D)	46	(D)
Green County.....	67	1,640	32,776	643	39	25	15,513	42	21,884
Monroe.....	39	1,495	29,784	580	23	18	12,570	21	18,664
Remainder of County.....	28	145	2,992	63	16	7	2,943	21	3,220
Green Lake County.....	22	182	3,587	54	11	9	964	13	5,072
Iowa County.....	32	170	3,288	53	21	8	1,684	24	6,644
Iron County.....	11	148	2,817	45	9	7	1,981	4	953
Jackson County.....	25	216	3,859	78	20	8	1,471	17	4,458
Jefferson County.....	67	1,158	23,341	369	46	35	8,906	32	7,915
Port Atkinson.....	12	250	4,446	69	7	8	1,963	4	766
Watertown (part).....	29	612	12,924	205	18	11	5,750	11	2,905
Remainder of County.....	26	296	8,971	95	21	9	1,193	17	4,208
Juneau County.....	41	247	5,148	100	30	14	1,723	27	5,742

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Eau Claire is in Chippewa and Eau Claire counties. *Watertown is in Dodge and Jefferson counties. *Waupun is in Dodge and Fond du Lac counties.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments	Payroll, entire year	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Kenosha County.....	72	2,022	39,114	504	52	51	15,953	21	15,793
Kenosha.....	59	1,895	36,733	446	38	46	15,594	13	13,753
Remainder of County.....	13	127	2,381	58	14	5	339	8	2,070
Kewaunee County.....	18	102	1,859	39	12	6	358	12	1,947
La Crosse County.....	126	4,386	82,821	1,107	60	89	40,562	37	18,957
La Crosse.....	109	4,114	76,884	1,034	48	82	38,775	15	15,527
Remainder of County.....	17	272	5,937	73	12	7	1,687	10	3,430
Lafayette County.....	42	254	4,954	93	26	5	1,493	37	7,491
Langlade County.....	42	678	18,335	297	26	28	6,029	14	6,623
Antigo.....	34	783	16,540	268	22	24	5,742	10	5,875
Remainder of County.....	8	95	1,795	29	4	4	287	4	768
Lincoln County.....	27	350	6,907	113	11	11	1,608	16	3,025
Merrill.....	14	239	4,871	79	6	7	1,141	7	1,694
Remainder of County.....	13	111	2,036	34	5	4	467	9	1,331
Manitowoc County.....	90	2,218	43,783	690	43	56	17,673	34	13,628
Manitowoc.....	56	1,549	29,057	448	27	45	15,740	11	5,217
Two Rivers.....	11	80	1,589	27	6	7	1,208	4	797
Remainder of County.....	23	589	13,137	215	10	4	725	19	9,610
Marathon County.....	102	3,052	63,739	808	57	60	23,795	42	12,257
Wausau.....	67	2,580	54,698	649	31	48	21,861	19	6,056
Remainder of County.....	35	472	9,041	159	26	12	1,934	23	6,201
Marinette County.....	62	570	11,487	193	46	38	5,542	28	9,406
Marinette.....	38	436	8,576	145	25	19	4,484	9	1,888
Remainder of County.....	24	134	3,271	48	21	9	958	15	7,511
Marquette County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Milwaukee County.....	1,710	103,155	2,062,574	22,613	750	1,139	702,835	511	1,137,392
Deshuys.....	8	99	1,808	22	7	8	1,198	444	1,198
Milwaukee.....	1,558	93,883	1,874,540	20,489	667	1,089	664,600	466	1,097,020
Shorewood.....	9	315	5,822	58	4	4	731	5	1,112.0
South Milwaukee.....	11	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Wauwatosa.....	39	1,346	25,227	265	22	25	9,479	14	7,145
West Allis.....	33	1,370	31,502	322	16	28	9,953	5	3,429
West Milwaukee.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Whitefish Bay.....	13	112	2,427	22	12	6	562	7	2,413
Remainder of County.....	29	1,172	26,503	375	13	20	4,109	9	6,787
Monroe County.....	55	693	13,653	196	39	30	5,807	25	5,567
Sparta.....	19	300	5,592	73	14	11	1,751	8	2,535
Remainder of County.....	36	393	8,061	123	25	19	4,056	17	3,032
Ontario County.....	25	211	3,838	66	20	11	4,762	14	2,059
Ontario.....	9	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	5	(D)	11	(D)
Oneida County.....	27	485	9,242	134	26	23	5,695	14	2,852
Britton.....	36	440	8,577	120	15	19	5,938	7	1,587
Remainder of County.....	11	45	865	14	11	4	557	7	1,475
Outagamie County.....	120	4,797	87,530	1,118	55	80	37,937	40	17,862
Appleton.....	86	4,042	71,811	926	31	68	36,244	18	6,450
Neenah.....	8	366	7,602	74	6	3	324	5	7,359
Remainder of County.....	26	389	8,117	118	18	9	1,369	17	4,060
Oshkosh County.....	30	303	6,419	92	20	20	2,535	10	2,337
Pepin County.....	15	146	3,383	55	14	4	757	11	1,375
Pierce County.....	35	422	7,866	129	24	10	2,824	25	3,416
Polk County.....	39	429	8,082	127	31	13	2,588	26	7,617
Portage County.....	58	1,365	26,226	373	35	38	15,804	20	4,657
Stevens Point.....	48	1,254	24,236	323	23	32	14,996	12	3,996
Remainder of County.....	14	111	2,000	51	12	6	808	8	859
Price County.....	20	149	2,974	36	14	8	2,993	12	1,888
Racine County.....	141	4,734	96,549	1,097	83	93	28,540	48	23,796
Racine.....	107	4,136	82,418	933	52	77	24,649	36	26,556
Remainder of County.....	34	598	14,131	164	31	16	3,871	18	7,160
Richland County.....	27	442	8,540	119	14	11	2,565	16	10,795
Rock County.....	132	2,546	53,367	695	80	76	20,761	56	46,884
Beloit.....	73	1,136	24,601	190	32	32	12,256	10	3,112
Janesville.....	56	1,122	26,251	273	28	37	10,231	19	5,879
Remainder of County.....	43	661	12,515	223	32	16	2,274	27	37,893
Rusk County.....	14	274	4,266	57	10	3	1,076	11	1,733
St. Croix County.....	40	1,640	24,179	440	25	10	2,342	30	21,382
Sauk County.....	56	714	13,406	239	37	18	4,812	38	11,757
Baraboo.....	19	286	4,992	73	9	8	2,346	9	2,313
Remainder of County.....	37	448	9,014	166	28	10	2,466	27	8,523
Sawyer County.....	11	23	549	10	11	4	350	7	834

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Shawano County.....	35	291	5,602	94	25	12	1,668	23	3,953
Shawano.....	16	136	2,690	40	14	9	1,269	7	1,429
Remainder of County.....	19	155	2,912	54	11	3	399	16	2,524
Shelby County.....	126	3,286	66,358	868	63	86	36,546	40	44,023
Shelby.....	84	2,677	53,123	664	32	56	31,451	18	7,191
Remainder of County.....	42	609	13,235	204	31	20	5,095	22	36,832
Taylor County.....	23	646	11,508	222	19	10	7,923	13	2,466
Trempealeau County.....	34	203	4,190	82	22	9	1,987	25	5,423
Vernon County.....	32	267	4,994	88	21	9	1,245	23	8,661
Vilas County.....	12	87	1,584	23	8	4	463	8	1,798
Walworth County.....	72	1,022	19,768	257	38	32	7,079	40	16,818
Waunakee.....	9	109	2,021	25	5	3	463	6	1,339
Remainder of County.....	63	913	17,747	232	32	29	6,616	34	15,479
Washington County.....	16	82	1,823	27	11	4	380	12	1,503
Washington County.....	34	278	5,308	76	26	14	1,812	20	4,014
West Bend.....	12	95	1,940	29	6	6	395	6	1,431
Remainder of County.....	22	183	3,368	47	20	8	1,417	14	2,583
Waushara County.....	105	2,319	48,824	615	74	66	21,220	39	18,044
Waushara.....	14	330	12,479	139	8	10	7,213	4	4,637
Remainder of County.....	34	1,114	19,367	216	24	23	7,470	11	6,541
Waushara.....	57	875	16,978	260	42	33	6,537	24	6,866
Waupaca County.....	68	992	21,184	358	51	29	16,982	39	9,214
Waushara County.....	19	100	2,919	36	11	5	164	14	2,305
Winnebago County.....	163	4,471	82,627	1,033	63	115	34,284	48	24,012
Winnebago.....	14	466	7,587	109	2	10	2,132	4	4,477
Remainder of County.....	28	681	13,696	139	14	20	6,183	8	5,080
Winnebago.....	103	3,069	55,926	708	40	74	23,922	29	12,536
Remainder of County.....	18	255	5,418	77	11	11	2,597	7	1,519
Wood County.....	67	1,498	28,645	369	36	35	30,580	32	7,852
Marshfield.....	32	807	18,013	214	21	21	23,946	11	2,156
Wisconsin Rapids.....	23	(D)	(D)	(D)	(D)	12	(D)	11	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

WISCONSIN
(71 COUNTIES)

STANDARD METROPOLITAN AREAS

CODE

042	DULUTH, MINN.-SUPERIOR, WIS.
055	GREEN BAY
070	KENOSHA
086	MADISON
090	MILWAUKEE
115	RACINE

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

STANDARD METROPOLITAN AREAS

CODE

042 DULUTH, MINN.-SUPERIOR, WIS.

055 GREEN BAY

070 KENOSHA

086 MADISON


086 MADISON
090 MILWAUKEE

115 RACINE

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

 STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-50

WYOMING

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

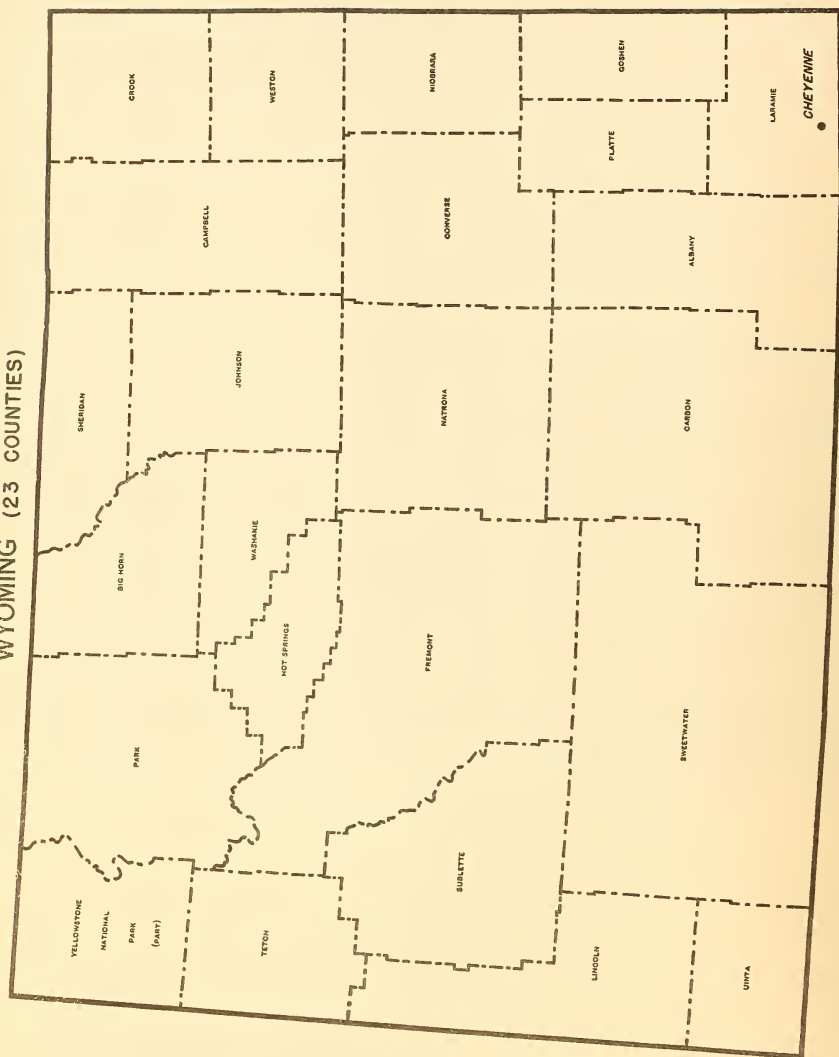
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Wyoming, total.....1954..	553	9,212	186,370	2,576	366	276	97,002	277	102,450	
.....1948..	411	5,925	145,321	2,576	268	179	80,446	232	67,304	
Albany County.....	21	214	4,358	74	19	14	2,917	7	1,456	
Lawrence.....	21	214	4,358	74	19	14	2,917	7	1,456	
Remainder of County.....	***	***	***	***	***	***	***	***	***	
Big Horn County.....	27	260	5,027	68	21	9	1,877	18	2,196	
Campbell County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)	
Carbon County.....	21	168	3,373	52	21	9	1,984	12	3,159	
Rawlins.....	17	167	3,355	51	18	9	1,994	8	3,178	
Remainder of County.....	4	1	(Z)	1	3	***	***	4	341	
Converse County.....	11	27	570	9	9	5	169	6	830	
Crook County.....	5	24	(Z)	7	5	***	***	5	882	
Fresno County.....	33	359	7,082	143	27	9	2,114	24	5,687	
Goshute County.....	24	277	5,245	96	16	7	697	17	12,614	
Hot Springs County.....	8	36	642	10	5	4	1,229	4	549	
Johnson County.....	9	30	695	11	7	3	81	6	624	
Laramie County.....	73	1,779	32,679	457	47	42	18,986	31	17,120	
Cheyenne.....	58	(D)	(D)	(D)	(D)	40	(D)	18	(D)	
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)	
Lincoln County.....	17	98	2,657	44	13	5	299	12	2,830	
Natrona County.....	112	3,604	78,962	813	49	75	37,479	27	23,307	
Casper.....	100	3,138	66,423	719	43	69	34,953	31	18,452	
Remainder of County.....	12	466	9,539	94	6	6	2,526	6	8,855	
Niobrara County.....	13	93	2,200	37	8	5	725	8	4,368	
Park County.....	26	298	5,829	80	17	13	5,271	13	4,995	
Platte County.....	15	70	1,255	17	10	***	***	15	1,671	
Sheridan County.....	37	687	14,337	216	21	23	6,512	14	4,281	
Remainder of County.....	32	(D)	(D)	(D)	(D)	22	(D)	10	(D)	
Sublette County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)	
Sweetwater County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)	
Rock Springs.....	30	431	7,857	119	19	22	6,395	8	2,601	
Remainder of County.....	28	(D)	(D)	(D)	(D)	21	(D)	7	(D)	
Teton County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)	
Vinta County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)	
Washakie County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)	
Weston County.....	25	283	6,022	90	14	10	2,742	15	4,673	
Yellowstone National Park (part) ¹	18	263	5,178	68	9	13	6,618	5	1,468	
.....	***	***	***	***	***	***	***	***	***	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Yellowstone National Park is in Idaho, Montana and Wyoming.

WYOMING (23 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950) - NONE
- STANDARD METROPOLITAN AREAS - NONE

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | Retail Trade | Wholesale Trade | Selected Service Trades |
|--|--|--|
| <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

18159

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300
(PMGC)

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-51

ALASKA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

1954

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

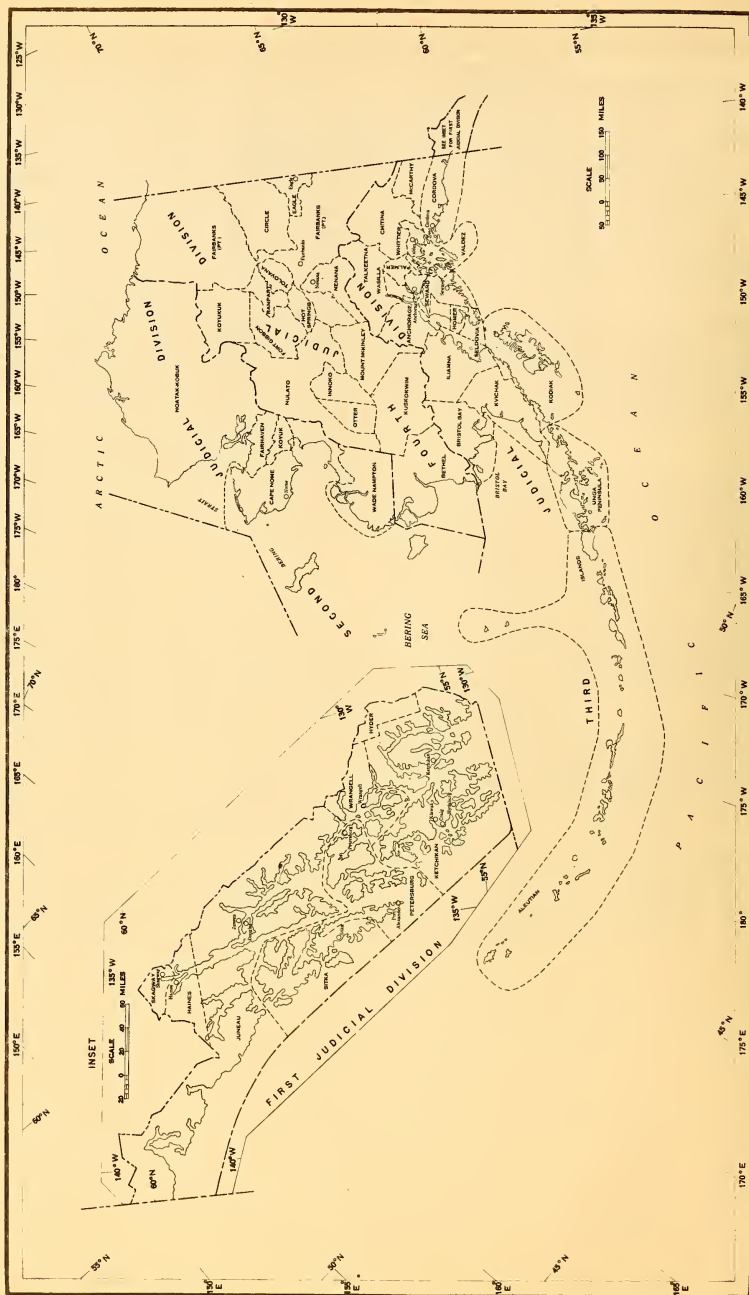
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales	
			Payroll (Dollars)	Employees (Number)						
	(Number)	(\$1,000)			(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Alaska, total.....1954..	184	6,274	128,583	981	83	100	41,410	84	53,311	
1949..	95	1,347	25,360	432	59	21	7,600	74	22,185	
First Judicial Division.....	60	1,163	28,769	225	35	21	5,699	39	15,539	
Juneau.....	9	196	4,047	58	3	6	1,686	3	4,206	
Ketchikan.....	15	475	9,443	76	6	8	2,617	7	3,138	
Remainder of Division.....	36	492	15,279	91	26	7	1,396	29	8,195	
Second Judicial Division.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)	
Third Judicial Division.....	84	3,970	77,372	595	30	51	26,112	33	30,202	
Anchorage.....	63	2,654	49,506	381	12	39	22,340	14	19,165	
Remainder of Division.....	31	1,316	27,866	214	18	12	3,772	19	12,037	
Fourth Judicial Division.....	35	(D)	(D)	(D)	(D)	26	(D)	9	(D)	
Fairbanks.....	24	(D)	(D)	(D)	(D)	23	(D)	1	(D)	
Remainder of Division.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.



1954 Census of Business WHOLESALE TRADE

April 1956

Series: FW-1-52

HAWAII

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

Information for establishments primarily engaged in the wholesale trade field was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old-Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78 and 79 of the Service portion of the *Standard Industrial Classification Manual*. In addition, report forms were mailed to all establishments which BOASI was unable to classify by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its Census classification was determined by replies to questions on the Census report form.

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

In accordance with Census law any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business is not considered a disclosure by these rules, so that this item is shown in instances where other items of information for the same kind of business or locality are suppressed.

EXPLANATION OF TERMS

Establishments

Census of Business figures represent a summary of reports for individual "establishments" rather than "companies." A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, receipts of such establishments are included.

1954-7

Sales

Sales are defined to include total receipts from customers during 1954, after deduction of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishment directly from customers and paid directly by the establishment to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active proprietors of unincorporated businesses

Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees					
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Hawaii, total.....1954..	590	36,763	764,879	9,650	335	441	285,621	149	247,611
.....1948..	577	27,529	531,281	8,126	353	441	241,314	136	219,782
Hawaii County.....	67	2,147	42,159	690	33	50	26,670	17	84502
Hilo.....	45	1,505	40,166	584	19	39	20,850	6	84001
Remainder of County.....	22	24	4193	106	14	11	5411	11	24541
Honolulu County.....	470	32,682	681,392	8,310	273	392	238,707	118	230,257
Honolulu.....	454	32,545	678,709	8,271	264	343	237,936	111	227,548
Easton-Lahaina.....	***	***	***	***	***	***	***	***	***
Wahiawa.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Waipahu.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Kauai County.....	17	95	19467	278	8	11	4415	6	34532
Maui County.....	36	983	18,861	372	21	28	11,829	8	44573
Kahului.....	15	784	14,853	295	3	12	4,188	3	34456
Wailuku.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

HAWAII

HONOLULU CITY AND COUNTY



KALAWAO CO.



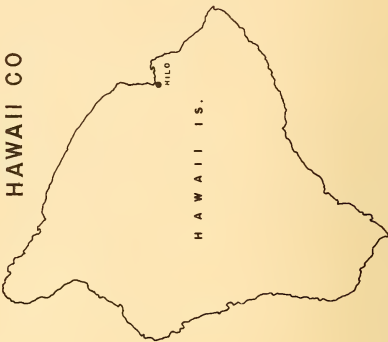
LANAI
IS.

MAUI IS.

KAHOLAWE
IS.

MAUI CO.

HAWAII CO.



KAUAI CO.



NIHAU
IS.

155° 00'

155° 00'

19° 00'

19° 00'

153° 00'

153° 00'

151° 00'

151° 00'

153° 00'

153° 00'

151° 00'

151° 00'







CB/Bureau of the Census Library



5 0673 01044538 8

For

Not to